



PR/113728 | Technical Sales Manager

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1503974

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

November 19th, 2024 10:33

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Our client is leading turnkey solution provider in industrial automation and advanced equipment manufacturer. They are expanding for team member for Technical Sales Manager position, qualifications as below.

Position: Technical Sale Manager
Job Description

- Contribute to identifying market opportunities and set sales targets by analyzing customer needs and forecasting market trends.
- Provide regular updates on the sales pipeline, quantify opportunities, report achievements, highlight issues and risks, and propose actions to meet sales targets and enhance profitability.
- Offer valuable business intelligence and analysis to quantify and prioritize opportunities, keeping the team well-informed.
- Regularly update business information related to customers, competitors, and industries to stay current with market dynamics.
- Act as the primary point of contact for customers, initiating discussions for new opportunities and engaging in technical consultations to understand and document customer requirements.
- Work closely with development and applications engineering to create automation concepts addressing customers' manufacturing challenges while meeting company profitability targets.
- Collaborate with internal teams to develop cost models and provide timely responses to Requests for

Quotations/Proposals.

- Add and pre-qualify new business contacts through personal and professional networks, existing or prospective clients, and cold-calling. Maintain an updated list of potential customers.
- Establish and maintain professional relationships with customers, ensuring clear communication between internal teams and customers for on-time delivery and excellent project execution.
- Conduct sales presentations and plant tours and follow up with customers on service and quality feedback.
- Adhere to company business processes and Quality Management System guidelines.

Qualifications:

- Bachelor's Degree in Mechanical, Electrical, Electronics Engineering or equivalent, / Professional Degree in Business Management.
- At least 5 years of working experience of direct sales experience in industrial automation products or related products / **Relevant experience in Industrial machine control systems / Industrial robots / Capital equipment or automation systems.**
- Experiences in solutions sales approach to capital.
- Good communication, interpersonal and presentation skill with ability to excel in a fast -paced environment.
- Good team player and leadership skills
- Good business acumen that is sensitive to different dynamics of decision makers through complex sales process.
- Flexible to work in Ayutthaya area.

Company Description