



PR/115301 | Sales Assistant Manager (chemical)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1504070

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

November 19th, 2024 10:38

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

Business type:	Engineering & Manufacturing
Position:	Assistant sales manager (Chemical)
Location:	Sathorn, Bangkok (near BTS Chong nonsi)
Basic salary:	Up to 45,000 THB
Employment Term:	Permanence
Working hour:	Monday – Friday

Roughly Job Description:

- Develop new business opportunities and explore new prospect customers.
- Maintain close relationship with distributors and existing end customers to increase their engagement in our products to achieve and exceed the sales target.
- Work closely with suppliers in Japan for sales and technical support to the customers.
- Manage, track, and report the progress of sales pipelines on regular basis.
- Prepare and share monthly, quarterly, and annual Sales & Marketing reports. Prepare ad hoc business report if required.
- Plan and review budget and sales forecast by communicating closely with the stakeholders.
- Monitor and control the inventory level for Epoxy resin kept in Thailand.
- Improve profitability (gross margin) of the existing business while maintaining and increasing the sales revenues.

- Support and accompany suppliers for their customer visits in Thailand.
- Support regional marketing and business development activities in Thailand.

Education:

- Bachelor's degree required. Major in business administrations, engineering, chemistry, or related field preferred.

Experience / Skill:

- Minimum 5 years of Sales and Marketing in Chemicals (resin) and/or Plastic Compounds for Electric & Electronics, related field.
- Ability to understand and read drawings (not required but preferred).
- Good written and verbal communication skills in English.
- Able to work under international business environment.
- Good personality and presentation skills.
- Good negotiation skills, strong interpersonal skills, and problem-solving skills
- Have own car with driving license and be able to travel upcountry.

Knowledge:

- **Knowledge about chemicals(resin) and plastic compounds business are preferred.**
- **Knowledge about Electric & Electronics industry are preferred.**
- Computer interpersonal: MS Offices-Word, Excel, Power point.

Education:

Bachelor's degree or master's degree required. Major in chemical engineering, chemistry, or related field preferred.

Experience / Skill:

- Minimum 5 – 10 years of Sales and Marketing or technical sales in chemical engineering, Chemicals, or related field.
- Good written and verbal communication skills in English.
- Able to work under international business environment (experience at Japanese company in Thailand is preferred).
- Good personality and presentation skills.
- Good negotiation skills, strong interpersonal skills, and problem-solving skills.
- Have own car with driving license and be able to travel upcountry.

Knowledge

- **Knowledge about water treatment, decolorization, demineralization, separation and purification are preferred.**
- **Knowledge about chemical products such as ion exchange resin and synthetic adsorbent are preferred.**
- MS Offices-Word, Excel, Power point.

Benefits:

- Bonus.
- Provident fund.
- Health insurance.
- Allowance.

Interested candidate please submit your most recent English CV by simple click "APPLY NOW"

Company Description