



PR/115684 | Sales Staff

Job Information

Recruiter
[JAC Recruitment Thailand](#)
Job ID

1504172

Industry

Automobile and Parts

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

November 19th, 2024 10:40

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	ELECTRONICS TRADING
Location	Thaniya Plaza Building (BTS Saladaeng)
Work Date	Mon - Fri (Time-In: 7:30 - 09:00 AM. Time-Out: 4.30 - 6.00 PM.)
Salary	35,000 - 40,000 (No Commission)

Job Description

1. Visit customers to retain long-term customer relationships and build new relationship with potential customers which lead to customer satisfaction and be able to generating orders and sales.
2. Prepare sales budget and be able to achieve sales and profit with superior's consult.
3. Perform technical presentations to customers and understand customers' project specifications, needs and have abilities for proposing solution to meet customer's requirement by involving internal concern member.
4. Understand Customer's detail information (pain-point, project roadmap, organization, competitor) and take proactive action for

delivering our value to customer.

5. Understand TMT policy and target match with own MBO and KPI clearly.
6. Visualize own customer's business opportunity and promotion activity with superior's consult.
7. Report superior about final-decision with own conclusions or ideas of important task and key issue on time.
8. Take proactive action to achieve own MBO and KPI target.
9. Support junior sales member and enhance cooperation with all stakeholders (TMT internal and External)
10. Provide on job training (some part) to new members.

Qualification

Bachelor's degree in any field.

Experience 3 - 5 years as a Sales person with new promotion experience is preferrable. Related experience in Trading company, Electronics company, System integrator company, IoT business company or Telecommunications company, etc.
Good Command in English with Toeic Score 550 up *pls attached TOEIC score if available.

Benefits

Bonus payment twice a year

Monthly Language allowance for English and Japanese

Medical fee 20,000 THB (including family)

Annual health check

Social security insurance

Group life insurance

Providence fund

Language courses (English & Japanese)

Employee Assistance Program (Mental Wellness Service)

Laptop

Online Training, Seminar, In-house Training

Activities such as company trip, new year party etc.

Company Description