



PR/112907 | Sales Executive (Automotive - Pluakdang, Rayong - Total upto 60K)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1512969

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

January 7th, 2025 18:00

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

Job description:

Maintain & Develop Sales & Marketing systems:

- Maintain and develop all documents in Sales Dept.
- Create the Sales & Marketing process flow.
- Achieve in sales target.
- Marketing survey.
- Expand market share and increase customer base to achieve sales target.
- Systematic sales record, customer requirement, quotations and others sales document.

Sales and support the customers:

- Be fully aware of all process being promote by company and keep current with the technical issue.
- Provided technical support to Manager and all concern.
- Understand in price setting, PLN, quotation to ensure to achieve as sale target.
- Provide pre-sales preparation, meet customer and make presentation to develop new clients and after sales service.
- Provide feedback from supplier, client and follow up all concern to responsiveness.
- Manage of all technical sales issues.
- Work with Sales managers and executives to sell product and service.
- Manage of part receiving and delivery on time to customers.

- Be coordinator between customer vs company for all issue and also when QC/Production engineer got some trouble, quite or not able to work as normal.

Create Customer Satisfaction:

- Identify all technical issues of assigned account, follow up and service to assure complete customer satisfaction.
- On-site service to customer with new information to fulfill customer satisfaction.
- Collection and analyst issue list, negotiation with customers.
- Conduct customer needs analysis in order to gain understanding in customer problems.
- Work with, develop positive relationship with, communicate with, and coordinate activities with other section such as Production and others.
- Customer satisfaction survey at least one time a year to ensure all of customers satisfied about our services.

Others as assigned:

- Performs other jobs that may be assigned by the Sales & Marketing Manager or upper level.

Requirement:

- Male or Female, Age 30 years old or above.
- Minimum 3 year selling' experience or technical support role preferably in automation, heat treatment industry.
- Able to travel throughout sales territory.
- Able to convey customer requirement to Sale & Marketing Manager.
- Working experience in Japanese firm will be an advantage.
- Must be drive a car with driving license.
- Excellent professional presentation skill, service mind.
- Good knowledge in ISO 9001 / ISO/TS 16949.
- Education Background in Metallurgy.
- Ability to speak Japanese language is a plus.
- Experience in technical sale, sale engineer is a plus.
- Ability to travel with short notice.

Company Description