



PR/116293 | PROJECT SALES - Construction (80K)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1513378

Industry

Civil Engineering and Construction

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

December 24th, 2024 12:20

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

Position:	PROJECT SALES – Construction (80K)
Business:	Construction Materials
Office Location:	Samutprakarn
Working Condition:	Hybrid
Salary:	80,000 THB

Job Summary: We are seeking a dynamic and results-driven Project Sales Manager to join our team. The ideal candidate will be responsible for driving sales and managing key projects within the construction materials sector. This role requires a deep understanding of the construction industry, excellent relationship-building skills, and a proven track record in sales.

Key Responsibilities:

- Develop and implement sales strategies to achieve company targets and objectives.

- Identify and pursue new business opportunities within the construction materials market.
- Manage and oversee project sales from inception to completion, ensuring timely delivery and customer satisfaction.
- Build and maintain strong relationships with clients, contractors, and industry stakeholders.
- Prepare and present sales proposals, contracts, and negotiations.
- Monitor market trends, competitor activities, and industry developments to inform sales strategies.
- Collaborate with internal teams, including marketing, product development, and logistics, to ensure seamless project execution.
- Provide regular sales reports and forecasts to senior management.

Qualifications:

- Bachelor's degree in Civil Engineering, Mechanical Engineering and Engineering or another related field.
- Construction and sales experience is preferred.
- Ability to read blueprints is required.
- Has integrity with good interpersonal and problem-solving skills as well as the ability to build positive customer relationships. Negotiation skills is required.
- A self-motivated creative thinker and a good listener. Needs to be able to present ideas and communicates effectively to individuals and groups.
- Must work well under pressure, exercise good judgment, and maintain confidentiality.

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Company Description