



PR/116653 | SALES MANAGER / ASSISTANT SALES MANAGER - Cutting Tools

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1519915

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

February 4th, 2025 11:42

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: ASSISTANT SALES MANAGER
PRODUCT: CUTTING TOOLS, MACHINE TOOLS
SALARY: 40,000 - 50,000 THB
LOCATION: BANGKOK
WORKING HOUR: MON - FRI: 8.00 AM -5.00 PM

Job Description

- Manage sales of products and services to small and medium sized customers within an assigned geographical territory.
- Retain and grow business with existing customers and generate sales from new customers.
- To anticipate and understand customer needs and match them with our product offering to maximize customer value and sales profit.
- Pursue sales leads; visit existing and new customers who may be of strategic importance to the organization; assess customer needs and suggest appropriate products and services; respond to more complex customer enquiries; negotiate prices and delivery times within limits of authority, and conclude sales orders to meet revenue targets.
- To collect and communicate relevant business and market intelligence to product and sales management by using the applicable systems.

- Establish annual, quarterly, monthly, or weekly sales plans and prioritize and schedule own activities so these targets are met.

Qualifications

- Bachelor's Degree/ Diploma in Mechanical Engineering or related fields.
- **Minimum 3 years of sales experience with Industrial cutting tools or 5 years of manufacturing experience and an ability to sell.**
- Knowledge of CNC Machining; metal cutting processes and practices, general understanding of business
- Good command of written/ spoken English.
- Highly self-motivated, solution provider and ability to work under pressure.
- Must be a team player.
- Possess valid driving license.

#LI-JACTH
#citybangkok

Company Description