



N.S.L. CONSTRUCTION CO.,LTD  
BUILDING TRUST WITH EACH PROJECT

## Sales Executive 👍 独占求人

### 募集職種

#### 採用企業名

N.S.L. Construction Co.,Ltd.

#### 求人ID

1302238

#### 雇用形態

契約

#### 勤務地

タイ

#### 給与

経験考慮の上、応相談

#### 更新日

2024年07月16日 04:00

### 応募必要条件

#### 職務経験

6年以上

#### キャリアレベル

中途経験者レベル

#### 英語レベル

ビジネス会話レベル

#### 日本語レベル

ネイティブ

#### その他言語

タイ語 - 日常会話レベル

Good to have, not mandatory

#### 最終学歴

大学卒：学士号

#### 現在のビザ

日本での就労許可は必要ありません

### 募集要項

POSITION: Sales Executive

DEPARTMENT: Sales & Marketing Department

REPORTING LINE: Sales Manager

SUBORDINATE: None

### JOB DESCRIPTION

1. Seeking and contact customer or client to make an appointment to meet and get the project information. (open channel).
2. Go to visit customers, present products, get their requirements. (To get the information)
3. After received information from the client, Sales person should provide information to Engineering department in order to estimate, and submit the quotation to the customer.
4. To follow up, discussion, negotiate, convince the customer in order to close the sales.
5. Increase sales volume as much as possible to achieve sales targets and complete company goals. (To close the sale)
6. Analyze sales & marketing report and hand over it to the managers.

7. Develop and maintain relationships with the key clients as well as new clients.
8. Update market situation, trend and new opportunities in order to develop future plan.

#### **TOPICES OF TRAINING PROVIDED IN THE JOB**

1. Bidding Process for customers
2. How to find and visit customers
3. Construction business, products of our company
4. Company's Quotation Form (How to make the quotations)

#### スキル・資格

#### **QUALIFICATION**

DEGREE OBTAINED: Bachelor's degree of Marketing or Engineer or related field

EXPERIENCE: 5 years up

#### **SPECIAL QUALIFICATION**

1. Japanese Nationality
2. Good command of written and spoken Japanese and English.
3. Good communication skill.
4. Ability to work under pressure.
5. Basic knowledge of computer Microsoft office, word, excel.
6. Able to use internet and e-mail.

#### **DECISION-MAKING SKILL**

1. Able to consider a consequences or reward staff in control.
2. Able to plan for manageability of their departments. (Sales, Marketing, Manpower and etc.)
3. Able to approve, reject, recommend the works of their departments.
4. Able to give the suggestion of the works methods to achieve the target

#### **CONDITIONS AND BENEFITS**

- Working day= Monday-Friday 8.00am-17.00pm
- Annual Leave = 6 days/year
- Personal Leave = 15 days/year
- Sick Leave = 30 day/year
- Official Holidays approximate 15 days/year
- Conditions of contract
  - Probation period 4 month.
  - The employee will be contracted 1 Year first. If the employee can compatible with the way of company. The employee will obtain to extend a contract year by year.

#### 会社説明

N.S.L. Construction Co., Ltd. is a Thai General Contractor, mainly doing the civil, M&E work and construction processes to build steel structures, building factories and warehouses . N.S.L. Construction Co., Ltd. was established aiming to provide higher quality factory building construction to meet new demand of Japanese, American and European Companies to expand their business in Thailand.

With our services, we take care of the whole turnkey-processes or EPC: Engineering Procurement & Construction. This starts with feasibility or a construction design, Construction permit applying and our journey ends where the customer wants us to build.

#### **SERVICES**

We are Thai General Contractor providing services comprehensive design-build solutions to the industrial, commercial and manufacturing industries. The company has the in-house capabilities to develop a project from construction concept design, Construction permit applying through construction processes until completion. We guarantee one-stop-services!