



## PR/113728 | Technical Sales Manager

## 募集職種

## 人材紹介会社

ジェイエイシーリクルートメント タイランド

## 求人ID

1503974

## 業種

その他（メーカー）

## 雇用形態

正社員

## 勤務地

タイ

## 給与

経験考慮の上、応相談

## 更新日

2024年11月19日 10:33

## 応募必要条件

## 職務経験

3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

ビジネス会話レベル

## 最終学歴

短大卒：準学士号

## 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

Our client is leading turnkey solution provider in industrial automation and advanced equipment manufacturer. They are expanding for team member for Technical Sales Manager position, qualifications as below.

**Position: Technical Sale Manager****Job Description**

- Contribute to identifying market opportunities and set sales targets by analyzing customer needs and forecasting market trends.
- Provide regular updates on the sales pipeline, quantify opportunities, report achievements, highlight issues and risks, and propose actions to meet sales targets and enhance profitability.
- Offer valuable business intelligence and analysis to quantify and prioritize opportunities, keeping the team well-informed.
- Regularly update business information related to customers, competitors, and industries to stay current with market dynamics.
- Act as the primary point of contact for customers, initiating discussions for new opportunities and engaging in technical consultations to understand and document customer requirements.
- Work closely with development and applications engineering to create automation concepts addressing customers' manufacturing challenges while meeting company profitability targets.
- Collaborate with internal teams to develop cost models and provide timely responses to Requests for

Quotations/Proposals.

- Add and pre-qualify new business contacts through personal and professional networks, existing or prospective clients, and cold-calling. Maintain an updated list of potential customers.
- Establish and maintain professional relationships with customers, ensuring clear communication between internal teams and customers for on-time delivery and excellent project execution.
- Conduct sales presentations and plant tours and follow up with customers on service and quality feedback.
- Adhere to company business processes and Quality Management System guidelines.

**Qualifications:**

- Bachelor's Degree in Mechanical, Electrical, Electronics Engineering or equivalent, / Professional Degree in Business Management.
- At least 5 years of working experience of direct sales experience in industrial automation products or related products / **Relevant experience in Industrial machine control systems / Industrial robots / Capital equipment or automation systems.**
- Experiences in solutions sales approach to capital.
- Good communication, interpersonal and presentation skill with ability to excel in a fast -paced environment.
- Good team player and leadership skills
- Good business acumen that is sensitive to different dynamics of decision makers through complex sales process.
- Flexible to work in Ayutthaya area.

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会社説明