



PR/116297 | Sales Engineer (Assistant Level)

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

1513381

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

2025年01月21日 15:00

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

Overall Responsibilities:

As a Sales Engineer Assistant Manager, you will play a crucial role in driving the successful launch and adoption of new product models within the market. You will be responsible for leading a team of sales engineers, providing technical expertise, and building strong customer relationships to achieve sales targets and market penetration.

Key Responsibilities:

- Product Launch Strategy:
 - Collaborate with product management and marketing teams to develop comprehensive launch plans for new models.
 - Identify key target customers and develop tailored sales strategies to address their specific needs.

- Create compelling product presentations and sales collateral to effectively communicate product benefits.
- Technical Expertise:
 - Possess a deep understanding of product features, specifications, and applications.
 - Stay up-to-date with industry trends and technological advancements to maintain a competitive edge.
 - Provide technical support and training to sales team members to enhance their product knowledge.
- Customer Relationship Management:
 - Build and maintain strong relationships with key customers, acting as a trusted advisor and problem-solver.
 - Proactively identify customer needs and provide solutions that exceed expectations.
 - Address customer inquiries and complaints promptly and professionally.
- Sales Team Leadership:
 - Lead and motivate a team of sales engineers to achieve sales targets and performance objectives.
 - Provide coaching, mentoring, and performance feedback to team members.
 - Foster a positive and collaborative team culture.
- Sales Performance Management:
 - Monitor and analyze sales performance metrics to identify areas for improvement.
 - Implement strategies to optimize sales processes and increase efficiency.
 - Prepare regular sales reports and forecasts for management.

Qualifications and Skills:

- Bachelor's degree in Engineering or a related field.
- 5+ years of experience in sales engineering or a similar role.
- Strong technical knowledge and understanding of product applications.
- Excellent communication and presentation skills.
- Proven leadership and team management abilities.
- Strong problem-solving and analytical skills.
- Ability to work under pressure and meet deadlines.
- Proficiency in relevant software tools (CRM, sales enablement tools, etc.).