



## PR/116741 | SALE ENGINEER

### 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

1522396

#### 業種

銀行・信託銀行・信用金庫

#### 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02月18日 12:47

### 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

This position will be essential for helping the company expand into new markets and product lines. Additionally, it will involve providing excellent customer service and maintaining strong relationships with customers, manufacturers, and sales representatives. Moreover, the candidate must be a positive, energetic leader who can work effectively in a collaborative environment.

#### Qualifications:

- Bachelor's degree
- Experience using sales tracking or customer relationship management (CRM) software
- Prospecting and lead generation and nurturing experience
- Communication skills, negotiation and collaboration

#### Job Responsibilities:

- Drives business by identifying and selling prospects and maintaining relationships with clients.
- Enhances staff accomplishments and competence by planning the delivery of solutions, answering technical and procedural questions for less experienced team members, teaching improved processes, and mentoring team members.
- Achieves and exceeds sales targets by developing and executing effective strategies.
- Expands business opportunities by identifying prospects, evaluating their position in the industry, and researching and analyzing sales options.
- Develop and implement strategies to increase market share.
- Monitor competitor activities and adjust strategies to ensure the company maintains its competitive advantage in the market.
- Establish long-term business goals and develop plans to achieve them.

**Allowances:**

- Company Fleet card
- Provident fund
- Group Insurance
- Social Insurance, Uniform
- Dental care and glasses care
- Bonus

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会社説明