

Buyer Acquisition Manager

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Company: Makro PRO

Location: Bangkok

Category: other-general

Maknet is an exciting new digital venture by the iconic Makro. Our proud purpose is to build a technology platform that will help make business possible for restaurant owners, hotels, and independent retailers, and open the door for sellers. Maknet brings together the best talent across multi-nationals to transform the B2B marketplace ecosystem. We welcome bold, energetic, and thoughtful people who share our belief in collaboration, diversity, excellence, and putting customers at the heart of our work

Take your career to new heights in the future of B2B e-commerce. Join our team and help us build Southeast Asia's next unicorn.

Your Challenge

Buyer Acquisition Manager provides strategic support to the field sales team to efficiently achieve their KPIs. It's his/her role to design routes and plan visits for the team and develop sales materials. Additionally, s/he is responsible for coaching and monitoring performance of the field sales team; and share their feedbacks to the relevant squads.

Run basic analytics on the customer database in the catchment area of the store, to prioritize visits to the most relevant customers

Help the sales team members develop efficient routes (i.e. address nearby stores in the same day)

Develop and/or improve the sales materials (pitch, standardized routine for calls)

Run daily performance management of the team members (i.e., maintain a view on the pipeline, and run the check-ins with the teams every day, build basic performance tracking)

Update the periodic performance management of the commercial team as a whole (i.e. conversion rate overall, retention, churn, etc.)

Collect and synthesize the feedback from the field teams, to interact with other squads (i.e. suggest changes in either product or commercial policies)

Build and train the team over time (this may include the initial field team)

Requirements

Experience in supporting cross-team sales target setting, tracking, and development

Experience in a B2B environment, ideally in food service and traditional retails or e-commerce

Demonstrated proficiency leading analytically rigorous sales planning and initiatives

Strong communication skills with ability to teach new concepts and effectively communicate feedbacks from field sales team to other squads

Active coach and mentor whose goal is to grow and maximize the team's potential

Highly proficient in MS Excel and other analytics tools

Assertive, with the confidence to be voice of authority – not afraid to do what is best for the team

Brings a high-energy and passionate outlook to the job and can influence those around her/him

Able to build a sense of trust and rapport that creates a comfortable & effective workplace

Providing guidance, training and mentorship, setting sales quotas and goals

creating sales plans, analyzing data, assigning sales territories and building the team

Having team leadership and managing a sales team experience

Benefits

Health Insurance– At Maknet, we care about your health! Group insurance from a top insurance company is included in your benefits—OPD, IPD, Emergency OPD

Provident Fund– Maknet cares about your long-term plan! We offer 3% provident fund.

Year-end bonus We include variable and performance bonus for our employees.

Gym Facilities Our Head office has a fitness center, yoga room, and recreational space. Enjoy Bangkok scenery and work your body!

Attractive Vacations days– Enjoy our attractive annual leave. Let's say the minimum is 18 days!

No overtime We work 5 days a week with. We set our own goals and deadlines.

Free car parking space No more stress or extra cost if you drive to work. We offer free parking space for our employees.

Best Culture

Clear focus.

Diverse Workplace (Our members are from around the world!)

Thai and Non-Thai are both welcome!

Non-hierarchical and agile environment

Growth opportunity and career path

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