

IT Sales

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Company: People Profilers Thailand

Location: Bangkok

Category: computer-and-mathematical

Qualifications:

Thai nationality, Male or Female

Bachelor's degree or Master's degree in any field

Able to read/write and speak business conversation in English.

Experience in Sales over 3 years in the field of B to B business.

Have Sales experience in IT Projects

Experience in System Integration (Applications) business.

Able to think logically, have basic math skills, and be aware of cost and profit.

Have a mindset, not to escape in case a difficult situation will be happened, able to continue tenaciously to achieve each goal.

Good communication and interpersonal skills

Jobs Descriptions:

Get business opportunities in application software development

Search business opportunities from the market, and raise the interest of prospective customers

Make an effective proposal to prospective customers

Follow application software development projects to satisfy customers' requirements.

Confirm the customer's budget, expected schedule and decision-making process.

Follow up with customer for their decision-making process.

Make and exchange contracts and all documents, such as MSA (Master Service Agreement), SOW (Statement of Work), and so on, between our customers.

Make quotations through to use internal system and submit it to the customer.

Check issuing the billing documents.

Handle any other matters related with our sales and marketing activities such as event or creating materials

Job Reference: QW9Y8VX9

Interested candidates, please send your updated resume via mail below:

thunnicha@peopleprofilers.com

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