

## Key Account Manager

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Company: Talentvis

Location: Thailand

Category: other-general

Formal qualifications in sales/marketing preferred but not essential.

Minimum 5 years sales experience including some in capital equipment industry.

Previous experience in selling financially based products at major/key account level.

Ability to work simultaneously with multiple projects.

High level computer skills.

High level of communication, negotiation, relationship management and interpersonal skills.

Superior personal presentation.

Understanding of selling processes.

To manage and develop designated list of existing state based key accounts.

To strategically develop new state based key accounts

Assist the Regional Key Account Manager where required.

Achieve the required Linde Material Handling Thailand agreed KPIs.

Create and action business development plans to secure an increasing amount of business from those accounts identified in your key accounts list. Responsibilities

include, but not limited to, timely handling of tenders with regards to site inspections and building of truck specifications on Baseplan.

Become conversant and knowledgeable on all existing and forthcoming Linde equipment specifications, features, functions, benefits and unique selling points.

Communicate customer related service and finance matters in a formal manner to relevant departments and participate in sales meetings where required.

Use the CRM system as directed.

Provide point of contact for designated existing customers and targeted potential new customers.

Minutes monthly / quarterly meetings with allocated customers.

Ensure all sales and profitability opportunities are realized.

Develop a business plan and forward budget regarding revenue targets.

Be involved in various industry associations as requested.

Comply with company policy and procedures.

Any other adhoc duties as required.

Takes reasonable care of the health and safety of themselves and others and co-operates with LMHAU in their efforts to comply with occupational health and safety requirements and procedures.

Implement risk control measures within their control to prevent injury or illness

Obeys all health and safety procedures,

Reports any workplace hazards, injury, illness or near misses

Ensure PPE is worn at all times in designated areas

Ensure the Business Management System is applied in the workplace, and procedures are followed for all Quality, Safety and Environmental requirements

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