

## Sales Manager

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Company: REERACOEN RECRUITMENT

Location: Thailand

Category: other-general

### Overview

#### Salary

50,000 THB ~ 50,000 THB

#### Industry

Construction, Manufacturing(Other), Manufacturing(Chemicals/Materials)

#### Job Description

- Plan and implement sales strategies by business sales and marketing plans and directions.
- Collaborate and persuade middle to high-level stakeholders in M&E and construction design and systems to ensure that the company are recognized and specified in building standards and vendor lists.
- Establish and manage long-term relationships with middle to high-level stakeholders including project owners, designers, and contractors, providing technical and commercial consultations to instill confidence and trust in the company products and use them in leading construction projects.
- Sales opportunities management and coordination across sales teams including distributors and project sales to streamline pre-sales and post-sales processes to achieve the company product sales targets.
- Participate in and support marketing activities, product demonstrations, conferences, and exhibitions to promote the the company brands and seize sales opportunities.

- Gather market data and competitor movements for analysis.
- Analyze and review business requirements to drive business development and sales strategies in response to market changes.

## **Qualifications**

### **Requirement**

- Education at the bachelor's level in Marketing, Business Administration, Management, Science, Engineering, or related fields.
- At least 5 years of experience in marketing or sales consulting in the construction industry.
- Strong and extensive relationships with project owners, designers, and contractors in the M&E and healthcare construction businesses.
- Understanding of pre-sales, post-sales, and sales processes, requirements, techniques, as well as customer journeys.
- Knowledge of construction materials such as M&E and products.
- Knowledge of project management and stakeholders.
- Excellent communication skills, influential, and trustworthy.
- Creative thinking skills, strategic thinking, and innovative skills.

### **English Level**

Level 4 - Conversational Level

### **Other Language**

English

### **Additional Information**

#### **Benefit**

Performance Bonus around 2-2.5 months,

Annual Check up

Provident fund (Tisco)

สหกรณ์ออมทรัพย์

#### **Working Hour**

08:00 ~ 17:00

#### **Holiday**

2nd and 4th Saturday

Sunday

Public holiday

### **Job Function**

Sales Engineer

Sales Corporate

Sales Individual

Account Executive

Sales Distributor

Business Development

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