

Senior Sales Engineer / Senior Sales Representative - Commercial Branding and Transportation

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Company: 3M

Location: Bangkok

Category: other-general

3M has a long-standing reputation as a company committed to innovation. We provide the freedom to explore and encourage curiosity and creativity. We gain new insight from diverse thinking, and take risks on new ideas. Here, you can apply your talent in bold ways that matter.

Job Description:

Achieves sales objectives by providing independent sales coverage of assigned accounts or within assigned territory. Position intended for individuals experienced in sales and who have demonstrated effective use of selling skills and have consistently achieved or exceeded forecast over a sustained period of time. Primarily, manages sales territory with periodic supervision and assistance. When necessary, requests or receives assistance in handling situations which require either greater or different experience or knowledge as needed.

Developing new accounts, working and coordinating with your responsible accounts and/ or distributors in order to achieve sales objectives.

Making the sales growth and sustainable.

Plan and organize sales call schedule and visit potential clients.

Developing and maintaining customer relationships, especially for key customers and / or distributors.

Analyze market and customer to identify and prioritize growth potential in assigned markets.

Work with marketers on marketing campaign to identify new leads and opportunities for market expansion and penetration.

Work with other support functions to deliver high quality service to customers.

Conduct training program for your accounts and join booth activity.

Represent the company in a manner consistent with 3M's business conduct code and business unit expectations while also promoting the company image.

Creating sales plan and building healthy pipeline in SFDC (Sales Force) to sustain business result by managing activities, accounts, and opportunities.

Qualifications:

Bachelor's degree or higher in Science, Engineering, Architecture, Business Administration or related fields.

Minimum 3-5 years of sales experiences.

Good command of English and Thai

Effective communication, interpersonal, negotiation and presentation skills

Key Account management, project management skill are preferred

Hardworking and self – motivation, high responsibility, good team player and flexible for a change

Computer skills: Microsoft programs (excel, word, power point, etc.)

Have private car.

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Cross References and Citations:

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