

Sales Engineer

(wholesale distribution of cutlery and general hardware Business)

About our client:

Our Client is a globally active group of companies they're procure and distribute connecting components of every kind and provide the engineering and logistics services associated with their products. Beyond this, they offer industrial customers complete merchandise management and logistics solutions for C-parts. They are one of the market leaders of their industry in the three economic regions of Europe, America and Asia-Pacific. The region Thailand employs around 40 people at its headquarters in Bangkok. They serve the markets in Thailand, Myanmar, Cambodia and Laos.

Type of Business : Wholesale distribution (More than 200,000 screws, nuts, rivets, washers etc., Engineered Products: Machined parts (turned, milled pressed, stamper, bent) manufactured to drawings)

Salary Range : Salary 25,000-50,000 Baht/Month
(Depends on level, qualification and experience)

Department : 1 Position in Electronics Manufacturing Services (EMS) Team
1 Position in Original Equipment Manufacturers (OEMs) Team

Working Location : Lat Krabang, Bangkok

Key Responsibilities:

- 1) To promote and sale products including propose service to customers.
- 2) To maintain good relationship with existing customers, and develop new customers.
- 3) To understand and provide business core solutions to customer demand.
- 4) Expedite the resolution of customer problems and complaints to maximize satisfaction and successfully match customer pain points/requirements to proposed solutions

Qualifications:

- 27-33 Years Old, Diploma or Bachelor's Degree in Engineering or related fields.
- 2-5 years direct experience of Sales in Industrial Customer would be advantage (especially in Electronics Industrial)
- Experience in technical sales would be special considered.
- Good cooperation skills, strategic planning skills, presentation skill, negotiation skills and strong convincing skill both of customers and colleagues for driving the result.
- Able to communicate in English (Presentation, Writing email, Reading)
- Able to work under pressure, high speed jobs and handle challenging situations
- Have service mind and customer concentric.
- Own transportation, mobile phone and able to travel up-country.

We invite qualified Thai national to submit your full resume (English) stating your present and expected salary, including recent photo to email: hr@b4b.co.th

For more information, please contact: **(063)942-9111, (089)521-4949**

About Us

B4B Co., Ltd. is a business consulting firm, specializing in human resource management. We offer recruitment service in General and Specialty Staffing, from staff level to the management level and both experienced and non-experienced candidate. We assisted many clients in recruiting suitable candidates and also advised candidates to select suitable job with attractive compensation. Currently, we are appointed by our client to recruit this position.