

Sales Manager (Software)

ผู้จัดการฝ่ายขาย (ซอฟต์แวร์)

About our client:

Our Client is a specialist organization providing Business Process Automation and Optimization solutions exclusively to Insurance companies, Banks and Financial institutions. Their service portfolio includes Business Process Management (BPM), Enterprise Content Management (ECM) and Business Intelligence (BI). Major Insurance companies and Banks across Asia, North America, Africa and Europe have been able to benefit from the domain intelligence, tools & methods.

Type of Business : Software Provider; BPM, ECM, BI etc.

Salary Range : 100,000-150,000 Baht (Depends on qualification and experience)

Location : Bangkok, Thailand

Responsibilities:

1. Responsible for effectively managing and supervising office staff, by planning and focusing sales targets.
2. Prepare and deliver proposal, presentations, demo, other sales deliverables are of high quality.
3. Work collaboratively across the company, harnessing resources effectively and delivering professional and timely communications to stakeholder.
4. Maximise income and profits by implementing advertising and marketing campaigns whilst promoting a new and innovative range of products and services.
5. Determines annual unit and gross-profit plans by implementing marketing strategies; analysing trends and results.
6. Establishes sales objectives by forecasting and developing annual sales quotas for Thailand regions; projecting expected sales volume and profit for existing and new products.
7. Establishes and adjusts selling prices by monitoring costs, competition.
8. Completes sales operational requirements by scheduling and assigning employees; following up on work results.
9. Maintains sales staff job results by counselling and disciplining employees; planning, monitoring, and appraising job results.
10. Contributes to team effort by accomplishing related results as needed.
11. Follow-up research concluded improved budgets, increased profits and improved morale.
12. Strong existing relationship with key stake holders in Insurance companies and banks

Qualifications:

- 5 - 7 years of experience in the field of Software/ Solution Sales in IT Company of Banking, Financial services or Insurance business.
- Full knowledge of Banking, Financial Services, and Insurance-(BFSI) Products.
- Key Skills: Strategic Planner, Sales Aptitude, Result Oriented, Business Acumen, Communication Proficiency, Good Presentation Skills, Leadership Quality, Problem Solving, Tactical, Strong personality, confident, Team Management

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.