

Sales Manager

Location: Bangkok

Our client is a leading multinational company in construction and tools industry. It operates service over 70 countries with more than 15,000 employees. In Thailand, it is seeking a high caliber candidate to manage sales department.

Responsibilities:

- Setting up sales target, sales plan and strategies to ensure highest business achievements
- Initiate sales & marketing strategies and business development to expand sales channel and increase sales margin
- Direct sales team and set up KPI to evaluate team performance to achieve goal
- Plan sales budget, manpower and manage P&L
- Identify potential customers to establish long term business relationship and strengthen relationships with existing customers
- Coach and develop team members to reach company's goals

Requirement:

- Thai national - over 30 years of age
- Bachelor or Master Degree in Business Administration or related field
- At least 5 years experience in sales management
- Possesses experience in FMCGs, hardware and construction tools and retail will be an advantage
- Good command of English
- Strong leadership, communication, co-ordination, salesmanship, negotiation and people management skills
- Self motivated, energetic, open, flexible, determined with positive attitude and pleasant personality

The Company offers very good compensation package to the right candidate. If you are interested, please submit your updated CV in MS Word format with current photo and details on current salary with your expectations to rujiret@gsirecruitment.com Other format may not be considered.