C. ILLIES (Thailand) Co.,Ltd.

IN OUR THAILAND OFFICE WE ARE LOOKING TO FILL THE POSITION OF

SALES REPRESENTATIVE/ MANAGER

starting immediately

C. ILLIES (Thailand) is a leading sales and service partner to the Printing, Packaging and Food Processing Industries in Thailand. The company represents quality manufacturer from around the globe and employs a team of dedicated, experienced professionals. The company was officially established in 1980 under the name of VOTRA (Thailand) and later became part of the MAN Group, as Ferrostaal (Thailand). Most recently in late 2017, the company was acquired by the ILLIES Group and consequently renamed to C. ILLIES (Thailand).

We are currently hiring an enthusiastic and experienced professional to join our company in the following position. We offer an attractive salary, performance bonus, overseas training opportunities and the chance for a successful person to grow the existing business. We are looking forward to hearing from you! Apply today to be part of our team, and leverage your personal growth together with us.

YOUR TASKS:

- Established contacts to existing and prospective customers in printing and / or packaging market segments.
- Provide leadership and motivation to the team to achieve sales target & maximize profits for the business and to be in line with agreed budgets.
- Responsible for development of sales strategic plans and successful implementation.
- Develop strong relationship and activities with Key Customers.
- Support Business Strategy and Direction to achieve business target and to create long term Competitive Advantage.
- Accountable for promoting products and executing sales to meet our customers' requirements and expectations.
- Ensure satisfactory support and cooperation to customers by regular follow-up, Identify and solve customer's concerns that includes providing and explaining technical and strategic information.

YOUR PROFILE:

- Male or Female /Thai national/ 30-45 years old.
- Bachelor's Degree in Business or related fields.
- More than 5 Years of sales experience, successfully selling printing machinery and solutions
- Sound technical background from sales of quality machinery and / or other industrial equipment related to printing and / or packaging technology
- Good English skills required - to coordinate with suppliers abroad and clarify technical requirements.
- Good interpersonal, communication, professional selling skill and coaching
- Self-motivated to learn and develop technical knowledge.
- Personal own car and a valid driving license
- Good service mind and able to work under pressure
- Very initiative, independent, confident

YOUR BENEFITS:

Company Bonus Scheme, as business develops, Car allowance, Commission, Health Insurance, Dental Care, Annual Health Check, Provident Fund

HOW TO APPLY:

Please send your CV in Thai and English with full resume indicating qualifications and experience, transcript, expected salary and recent photo to hr@illies.co.th

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