



Job Opportunity for Sales Engineer (Mechanical Seal) in Ratchadapisek, Bangkok, Thailand (Job ID 2868)

Our Client:

Leading trading and Services Company that distributes, trades, imports and exports industrial products involved mostly in the oil and gas, refinery, petrochemical, chemical, power, pulp and paper and cement industries.

Working Location:	Ratchadapisek
Working days:	5 Days
Allowance:	Car Maintenance, Phone, Oil
Reporting to:	Sales Manager

Job Responsibilities:

- To build Mechanical Seal commercial presence and distribute markets in Thailand
- Develop new businesses opportunities and open new markets
- Achieve sales objectives and targets
- Establish contacts through cold/warm leads, attending or participating in related tradeshows and build strong relationship with strategic accounts
- Constantly monitor local market requirements and competitor movements
- Make positive recommendations on how to gain market share and influence sales
- Follow through with customers on sales contracts, coordinately with team to ensure smooth deliverance of goods to customers
- Preparation and submission of sales reports and sales forecasts on a regular basis
- Handling customer enquiries, preparing quotations, and other documentary requirements with service-minded characteristics

Profile skill:

- Functional skills: Sales and Marketing (to traders, factories, end-users)
- Product profiles: Mechanical Seal, Pump
- Industry knowledge: Chemical, Power, Pulp&Paper, Oil&Gas and General Industry
- Experiences: 1-5 Years in mechanical seal
- Language: English (on a business proficiency level)
- Computer literate and proficient in Microsoft Office

Requirements:

- Thai Nationality
- Age 22 up to 35
- You have experience working in a trading & distribution business model (strategic accounts, distributors, factory/end-user) work environment
- You have strong negotiation skills combined with diplomatic skills and natural assertiveness to win clients and suppliers alike to support and grow our business
- You have some knowledge in mechanical seal / rotating equipment products
- Highly motivated individual and is self-driven to succeed
- You will be required to travel regularly out of Bangkok for company related activities
- You must be fluent in English, both written and spoken
- You hold a related degree qualification
- Other ad-hoc assignments tasked to you by Sales Manager
- Have car and driving license

To apply:

- **Email your CV to mana@omni-interconsult.com (please mention Job ID No 2868) Or**
- **Make an application directly online at our website: www.omni-interconsult.com**