



## Job Opportunity for Sales Specialist - Regional Partner Development (Factory Automation)

in Bangkok, Thailand (Job ID 3082)

### Our client:

The Company is a global powerhouse focusing on the areas of electrification, automation and digitalization. One of the world's largest producers of energy-efficient, resource-saving technologies, The Company is a leading supplier of systems for power generation and transmission as well as medical diagnosis. In infrastructure and industry solutions the company plays a pioneering role.

### Qualification:

- Bachelor's Degree or higher in Automation, Mechatronics Engineering or related fields.
- 8+ years of experience in Factory Automation and motion control field, SCADA, MES applications.
- Experience in Channel Business structuring/re-structuring, promotions, events and support.
- Strong Change Management, Business Acumen and Commercial experience.
- Goal-driven, Team player, Interpersonal, Trustworthy and Reliable
- Good command of English, both written & spoken skills and proficient with Siemens CRM tool and MS Office
- Customer Centric Mindset, Quality & Result Driven, Organization & Management skills.
- Fluent in English; both written & spoken skills and proficient in MS Office applications.

### Responsibilities:

- Identify market opportunities in order to win new business by leveraging all Siemens Industry Sales Setup channels to convert defined customer list
  - Closely collaborate with Sales team to minimize market exploitation and promote transparency.
  - Define measurable and quantifiable financial targets with realistic improvement on new business and customers per year.
  - Maximize overall channel business relationship improvement efforts through structured change management process to secure existing customer base portfolio and win new business.
  - Support launch of new product and service portfolio elements within the assigned region in collaboration with local Product Managers and regional/global HQ.
  - Map potential customer base in targeted remote regions, target setting, budget fulfillment for assigned white spot "green field / blue-ocean" territory with system integrators and partners
  - Deploy technical training / workshops / events to promote new concept in partner's regional setups to increase business cohesiveness and create commercial synchronicity with internal/external stakeholders.
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- Organization: Digital Factory
  - Experience Level: Experienced Professional
  - Job Type: Full-time
  - Job Family: Sales

### To Apply:

- Email your CV to [paul@omni-interconsult.com](mailto:paul@omni-interconsult.com) Mention Job ID No 3082 or
- Make an application Directly online at our website: [www.omni-interconsult.com](http://www.omni-interconsult.com)