



Job Opportunity for Service Sales Specialist Automation in Rayong, Thailand

(Job ID 3077)

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:

- Min 3-5 years experience in Industrial environment
- Service experience
- Electrical engineering background preferred
- Experience with electrical rotating machines

Responsibilities:

- Build-up, maintain and develop good relationships with customer assess, customers needs,
 - suggest product and service adaption when necessary.
 - Gather feedback from customer (customer inquiries), provide ideas and suggestions on
 - product and service adaption and development and after-sales service.
 - Proactively identify new customers and develop a suitable customer approach
 - Corporate with Solution/ Product Business to do a common sales approach
 - Represent the company Customer Service at Exhibitions
 - Prepare Sales presentation and give presentations to the customer
 - Create and drive opportunity to generate order intake to achieve targets
 - Prepare proposal with responsibility for all bid costing and their accuracy and quality
 - Plan and execute sales activities in order to meet order intake, net sales and gross margin targets
 - Implement sales strategic / tactic to maximize sale hit rate
 - Co-ordinate with the Operation Team, Purchasing Team and Logistics Team regarding all
 - order processing to ensure on-time delivery of goods to customers
 - Appraise him/herself and propose development plan
 - Track, report current and future sales opportunities on a monthly basis to the sub-division manager
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- Organization: Digital Factory
 - Experience Level: Mid-level Professional
 - Job Type: Full-time
 - Job Family: Sales

To Apply:

- **Email your CV to Mana – mana@omni-interconsult.com Mention Job ID No 3077 or**
- **Make an application Directly online at our website: www.omni-interconsult.com**