



Job Opportunity for Account Manager in Samutprakarn Province in Thailand JOB ID: 3617

Our Client:

- Our client is a supplier of maintenance, repair & operating products such as Hand Tools, Air Tools, Power Tools & Abrasives.

Requirements:

- Bachelor's degree required
- Must speak & write fluent English and Thai at minimum
- Substantial sales and account management experience (5+ years), preferably in Subscription-Based High-Tech, Information Solutions or Research Intelligence Databases.
- Sales experience focused on Academic and Government will be a plus
- Excellent oral, written and presentation communication skills
- Well-developed and excellent relationship building and influencing skills at all levels
- Self-starter, with a high level of self-direction, motivation, and energy
- Advanced PC skills, including MS Office (Word, Excel and PowerPoint)
- Ability to travel approximately 40% of the time

Responsibilities:

- Responsible for the achievement of sales targets and activity goals
- To devise and implement strategies to develop the defined accounts and generate new sales
- To promote and sell our products to new customers. This involves site visits, preparing written proposals, explaining, positioning and demonstrating products, phone and email contacts, as well as exhibit activities.
- Maintaining existing subscription revenue; responsibilities include managing the renewal and invoicing processes related to your account base.
- Coordinate, manage and maintain activities with any essential Company's analytics staff needed to achieve annual net new & retention goals.
- Must develop and maintain an advanced knowledge Company's Analytics products & services and promote these products through Face-to-Face site visits (approximate 40% of time spent in front of customer base), phone calls and e-mails.
- To develop and maintain strong customer relationships
- To contact new leads generated from marketing campaigns, exhibitions, conferences, seminars, customer enquiry and online usage data, analyze information requirements and maximize new business revenue
- To conduct prospecting and conduct market research
- To sell in a consultative sales environment
- To consistently deliver exceptional client service.
- To provide accurate and complete market feedback on: competition, new product concepts, service issues, and customer requirements as well as marketing opportunities like seminar, trade show and other programs.
- To maintain an accurate and complete contact file in the sales automation system (Salesforce) as well as document all travel schedules, face to face meetings, phone and email contacts, and quotation activities.
- To maintain and update sales progress reports and other administrative reporting mechanisms according to agreed timeframes. Prepares regular sales reports and forecasts as required, including sales pipeline.
- Develop thorough knowledge of client's needs; understands customer workflows and what is important to their business.

To Apply:

- Please send full resume to Paul Atkins at nilima.s@omni-interconsult.com and mention Job ID 3617 or
- Apply directly online at our company website www.omni-interconsult.com