

Job Opportunity for Key Account Manager - B2B Plastic packaging (Bottle maker/ Cap maker) in Klongtoey, Bangkok Thailand (Job ID 3759)

Our client: One of the longest established manufacturers of plastic packaging, was originally established in 1971 under the name Anglo-Thai Industries Ltd. to produce packaging for products of the Anglo-Thai Group. In June 1997, the company following a joint venture of the P.T. Dynaplast Group of Companies and Berli Jucker Plc.

Qualifications

- Thai National
- Bachelor's degree or Masters in IBM, Business Administration, or related field.
- 7-10 years of experience in Account Executive, Sale, BD in FMCG companies and handling MNCs customers.
- Experience in B2B Plastic packaging (Bottle maker/ Cap maker) is preferred
- Strong knowledge of packaging product and packaging market
- Good command of both spoken and written English are a MUST.
- Good level of proficiency in MS Office suite of products including well developed Word, Excel & PowerPoint skills
- Able to work under pressure, Hardworking, ability to work independently, flexible and meet deadlines
- Pro-active and responsible, comfortable working autonomously as well as in a team environment Systematic thinking and resourceful in finding solution to maximize the service.
- Strong personality and eager to learn a new thing.
- International company and Experienced in SAP are preferable.
- Negotiation skills to coordinate with customers.
- Leadership skills in managing internal team and CS team.
- Analytical skills in identifying sales opportunities.
- Time management, Problem solving, and Presentation.

Responsibilities:

- Building and managing the sales pipeline of prospective clients for accurate forecasting purposes, and collaborating with various departments within the Company.
- Work with the Global Account Manager (Customers) responsible for program sales and key customer management activity in Thailand and regional as require.
- Manage key accounts both in Thailand and international customers by having a good relationship with the customers.
- Identify new growth areas and Develop new business with existing clients and also with the new customers.
- Create sale planning for existing key accounts to ensure target achievement.
- Analyze reports and data to identify opportunities and develop efficient sales plan.
- Use the data and feedback from local team to develop sales strategy to maximize the growth potential.
- Implement strategies for measurement of service delivery and cost savings achievements against industry and contractual benchmarks.
- Identify, design and agree Service Level Agreements. Measure, analyze and review performance with client and Customer Service teams.
- Develop and provide detailed and effective Business Plans to deliver client objectives and expectations.
- Prepare and present Monthly/Quarterly Client Reviews, highlighting our achievements both in terms of direct and indirect added value.
- Demonstrate financial and customer service benefits.
- Develop and provide detailed and effective Business Plans to deliver client objectives and expectations.
- Analyze financial data for potential opportunities to increase profit.
- All related tasks which may be assigned at management discretion.

Work Conditions - Other allowances/Benefits

- Permanent job (5 working days per week)
- Work Location: Klongtoey, Bangkok
- No Commission
- Sim mobile phone, Parking Car allowance, Health insurance, Transportation allowance (เบิกตามการใช้งานจริง)
- Bonus Scheme: Depend on company performance

Interested

- Please send full CV to paul@omni-interconsult.com and mention Job ID No 3759 or
- Visit www.omni-interconsult.com and make an application directly online.