

## Commercial Development (Oil & Gas/Refinery) at Jatujak, Bangkok, Thailand Job ID No 3773

**Our Client** is a market leading, fully-integrated, refining and petrochemical company in Thailand and Asia Pacific.

### **Education & Work Experience:**

- Thai National
- Bachelor Degree in Business Administration or other in Technical fields with GPA minimum 2.75
- Prefer Master Degree or MBA with minimum GPA 3.0
- 5 years' experience in oil & gas, power, energy or related field
- Experience working in product sale, new product & market development
- Experienced in expanding business
- Knowledge on how to manage product, customer, and market
- Good command of English both written and spoken
- Good communication and negotiation skills.
- Good personality and interpersonally skill
- Self-motivated, results-oriented and dynamic person with much initiative and high energy levels
- Readiness to travel and work abroad (SEA)

### **Roles & Responsibilities:**

- Explore/ initiate new market or valued added business opportunity including green and HVP products for Petroleum, Lube, Aromatic, LAB, Solvent and Chemical product sale both domestic and International market
- Identify customer need, product requirement, market risk, key driver, competitor and seek customer insights
- Develop, prioritize and implement sales strategies and drive business in new markets/products
- Develop business model, sale plan, strategic sale map
- Drive business and product to achieve company target in terms of sales, revenue, and profit
- Establishes sales objectives by forecasting and developing annual sales quotas.
- Coordinate with customer, external and internal related parties to ensure above achievement

### **Welfare:**

- Medical Insurance
- Accidental Insurance
- Long Service Emblem
- Co-operative
- Club & Activities

### **Working Conditions:**

- Monday – Friday
- Living allowance: 15% of basic
- Extra Allowance: 10% of basic
- Total Allowance: 25% of basic
- Provident Fund after 180 days
  - 5 years = 5%
  - 6-10 years = 10%
  - 10 years up = 15%
- Bonus 4-6 months (as per company performance)

### **Interested?**

1. Please send full profile to [paul@omni-interconsult.com](mailto:paul@omni-interconsult.com) – please mention Job ID No 3773 or
2. Visit [www.omni-interconsult.com](http://www.omni-interconsult.com) and make an application directly online