

West Coast Engineer co.,Ltd.

<https://www.wce.co.th/jobwce-new/sales-engineer/>

Sales Engineer

Hiring organization
West Coast Engineer co.,Ltd.

Employment Type
Full-time

Job Location
Bangkok (Central)

Working Hours
Monday - Friday
9:00 AM - 5:00 PM

Date posted
20 2024

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Responsibilities

- Identify and develop new business opportunities in the market.
- Build and maintain strong relationships with clients and partners.
- Present and demonstrate the company's products and services to potential customers.
- Negotiate and close sales deals, ensuring customer satisfaction.
- Provide technical support and training to clients.
- Analyze market trends and competitor activities.
- Prepare sales reports and presentations.
- Collaborate with the marketing and product development teams.
- Manage sales pipeline and track sales performance.
- Attend trade shows and industry conferences.
- Develop and execute sales strategies.
- Identify and recruit new sales staff.
- Provide feedback to the product development team.
- Manage sales team and provide coaching.
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Qualifications

1. Bachelor's degree in Engineering or related field.
2. Minimum 1 year of sales experience.
3. Strong communication and negotiation skills.
4. Ability to work independently and as part of a team.

