

Sales Representative (Thailand)

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Company: Manpower

Location: Vietnam

Category: other-general

Responsibilities

- Sales Representative is the direct interface to the customer, responsible for coordination of all activities and projects with customers.
- Analyzing and developing the customer base including segmentation, identifying potential and specific needs.
- Develop and implement renewable project sales strategy and account plan with the customers and influencers in the defined regional area.
- Develop new projects and maintain strong relationships with key influencers, authorities, and business associations in the renewable energy business.
- Identify market segments for sales opportunity and Marketing to generate demand to maximize result. New customer acquisition in Ho Chi Minh City area. • Coordinates the assigned project sales activities and implements all activities related to projects.
- Responsible for customer and end-user relations/ Relationship management
- Design customer specific solutions and & offers.
- Sales Negotiation and Selling. Reach at least set turnover targets under consideration of resources and ideal customer mix.
- Ensure that the customer's need for solutions, quotation and products are met promptly.
- General project sales skills in renewable energy industry.

Requirements:

At least 3-5 years' work experience in the sales or technical sales position with proven sales record.

Proven record in sales/ marketing/ business development of renewable energy industry is preferred.

Experience in project sales management is an advantage.

Excellent problem-solving skills, customer service and communication skills.

Good command of English.

Willing to travel extensively, have a strong sense of responsibility, and highly independent

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