

SENIOR SALES ENGINEER

Job Summary:

Responsible for the realization of sales and profit targets consistent with business strategy. This includes bringing knowledge about market trends, market and customer requirements into the development of the product portfolio, ensuring that new market opportunities and target customers are being identified actively, managing accounts and customer relationships, developing sales proposals, negotiating and closing deals, acting as voice of the customers internally.

Responsibilities and Objectives:

Responsibilities	Objective	Key Performance Indicator
1. Supervise and organise all bid preparation works and takes responsibility for all bid costing and their accuracy.	Ensure that all information is correct and related to customer need.	100% correctly.
2. Develop good relationship with customers.	Customer satisfy.	80% of satisfaction survey.
3. To plan and execute sales and marketing activities in order to meet order intake, net sales and gross margin targets.	To create the key account customer.	Achieve target of number of key account.
4. Supervises and organises all proposals, quotations and submission documents and takes responsibility for all quotation costing and their accuracy.	Ensure that all information is correct and related to customer need.	100% correctly.
5. Initiate and coordinate market information and requirement for feedback to improve product competitiveness in technology and functionality.	Customer satisfy.	80% of satisfaction survey.
6. To organise marketing activities in support of the company's marketing effort to ensure maximum future sales quota.	To create the key account customer.	Achieve target of number of key account.
7. To co-ordinate with the purchasing team regarding all order processing to ensure on-time delivery of goods to customer.	Ensure that all goods is correct related to customer's purchase order and delivered on time.	80% of satisfaction survey.

Qualification

Male / Female

28 years and above

Education Background : Bachelor's Degree

Major : Electrical Engineer, Instrument, Automation, Civil

Skill : Negotiation

General basic information :

English Language :

Listen - Good

Other Language :

Listen -

Speak - Good

Speak -

Read - Good

Read -

Write - Good

Write -

Computer : MS Office - Word, Excel, Outlook, Power Point

Others : - 1 Year of experience in the power industry.

- Sales experience for industry product.