

JOB ANNOUNCEMENT

12th September 2019

1. **JOB TITLE:** COUNTRY MANAGER
2. **NO OF REQUIRED:** 01 post for Bangkok Sales Office
3. **JOB DESCRIPTION:**

** Sales Management*

- Discuss with the Sales Team the sales target in volume and value, also the plan to achieve it.
- Prepare sales forecasts, objectives, program schedule.
- Determines sales strategy for Sales Team
- Ensure all requirements on product specification and pricing are attended for consideration of Head office

** Sales Strategy Formulation*

- Formulate sales strategies for assigned territories.
- Collaborate with marketing function and identifies potential/new business opportunities and new market segments.
- In consultation, formulate policy and guideline in handling business contacts, securing required contact and background information on clients and competitors and creation/management of client database for territory assigned to him.
- Formulates policy and guidelines in areas of business promotion/clients relations for Sales Team being supervised

** Getting leads for new projects through connection and alliance*

- To be in contact with concerned sectors and alliance on regular basis

** Establishing good relation with Zamil builder, contractors, private clients, consulting offices*

- Establishes, builds and maintains good relations with all our builders, contractor, customer and consultants.
- Keep relationship with competitors and keep updated with various job they execute. Immediately attends to and resolves customer complaints.

** Control and supervise the office staff activities and adherent to overall roles and company's policies*

- Running the office daily activities and minting excellent image of Zamil steel.
- Supervising the staff activities and their compliance to the roles and policies.

**Human Resources management and miscellaneous*

- Develops, establishes and implements departmental policies and procedures.
- Ensure efficient utilization of workforce, equipment, material and maintain staffing level as per the company standard. Develops KRAs, KPIs, and metrics/targets for subordinates.

- Guide and motivates the team to meet productivities/performance and customer satisfaction targets.
- Conduct regular communication meetings with staffs to inform them of quality performance results and trends and to improve their decision making skills.
- Promotes cooperation and teamwork and lead by example.
- Evaluate subordinate performance, identifies training and development needs for department staffs.
- Communicates and reviews staff annual performance goals based on corporate direction.
- Work on special project and perform other duties as assigned from time to time.

4. JOB REQUIREMENT:

- University graduation in **Civil** /Construction economics/Mechanical Engineering or equivalent
- Age range: above 35, local Thailand preferable
- 5 to 7 years' **sales experience in the construction field**, preferable in pre-engineered steel buildings/Steel structural project.
- Excellent English communication, good analytical skills, good impact and influence skills
- Organized, systematic, creative, proactive and result-oriented
- Assertive, self-starter, well-organized, systematic, negotiation skill, analysis skills, leadership, management

5. REMUNERATION AND BENEFITS:

- Salary package: negotiation base on candidates' qualification & experience.
- Health care benefit package, insurance contribution as per local labor code
- Opportunity to be trained methodically and challenge in a professional, international environment

6. WORKING LOCATION:

- **Company Representative Office in Thailand addressed** at 324/13 Bangna Residence, Sunpawut Road, Bangna 10260.

7. ADDITIONAL INFORMATION:

- Interview time expected: as soon as possible
- Interviewer: General Director