



NUTRISPICES THAILAND

SALES EXECUTIVE

Company:

Nutrispices is a foreign company specialized in the marketing of feed & food additives in Vietnam and Thailand. We are offering a set of innovative products to our markets coming from a thorough selection of suppliers.

As part of our expansion strategy in Thailand, we are looking for candidates whose experiences and ability will support our company development.

Position:

Sales executive, located at our Bangkok office on Thanon Chan

Reporting directly to Managing Director, you will:

1. Contact new prospects and existing customers and manage to confirm appointment
2. Accompany our technical staffs for customers visit when products technical presentations are needed
3. Analyze customer's ambitions, drive and objections and propose strategies
4. Update monthly the sales forecast in order to optimize stock management

Profile:

Education:

Graduated from Animal Science such as Veterinary school, Animal husbandry or Animal nutrition, you had exposure to both European and Thai culture to understand both customers and company management culture.

Do you have what it takes?

You are well organized and reliable with an ability to deliver on time

You have at least 5 years of successful experience in sales on the Thai market.

You have a knowledge of Animal Farming industry in general.

You have the ability to connect well with Thai prospects both through the phone and face to face visits.

You are comfortable and proactive in handling objections through a proper analysis of obstacles and creative strategies to overcome them.

English and Thai are mandatory to communicate both with customers and Nutrispices foreign top management

The package will be competitive for matching candidates with outstanding track records and successful achievements including a basic income and an attractive incentive scheme based on company performance.

Please send us a full resume in English (Word or Pdf document) with a cover letter, your current package and availability at david.serene@nutrispices.com