

Sales Executive – Industrial Plasters (Vietnamese Speaking)

Department:	Sales (Industrial Plasters)
Job Location:	Saraburi Plant and Bangkok
Report to:	Industrial Plasters Sales Manager

Purpose:

The core purpose of this Sales Executive role is to drive sustainable revenue growth within the industrial plaster business by acting as the primary customer interface, strategically identifying and pursuing new business opportunities within manufacturing sectors, and building customer relationships. This is achieved through proactive market analysis specific to industrial plaster applications, diligent prospecting within targeted industries, and seamless collaboration with internal teams to ensure customer satisfaction and realistic expectations regarding product capabilities and delivery, ultimately contributing to the company's long-term success in the industrial plaster market.

Job Responsibilities:

1. Customer Relationship Management & Sales:

- Maintain and develop relationships with existing customers. Manage both new and existing customer requirements to understand, anticipate and practically meet their needs, whilst spot potential sales opportunities.
- Achieve a minimum number of customer audits per week to ensure an effectively managed customer base.
- Support in self-generate sales leads through networking, referrals, and warm/cold calling. Set up appointments and visiting potential customers for new business.
- Prepare and deliver appropriate presentations on products/services.
- Represent the business at trade exhibitions, events, and demonstrations.

2. Product & Market Knowledge:

- Learn technical expertise and product knowledge education from factory team, senior sales executives and on the job from customer visits.
- Conduct market research to identify selling possibilities.

3. Teamwork & Collaboration:

- Collaborate with team to achieve better results.

4. Accountability & Performance:

- Take personal ownership for the delivery of agreed objectives set.
- Proactively identify and assist manager to obtain real and sustained, continuous improvement, throughout the business and execute same in a timely manner.

5. Language & Communication:

- Translate Vietnamese language to English and or Thai language.

Knauf Gypsum (Thailand) Limited

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6. Professional Conduct & Miscellaneous:

- Demonstrate high levels of integrity and honesty at all times, establish a culture of both personal and organizational trust.
- Undertake any other duties as requested by manager.

Job Qualifications:

- Bachelor's degree in any fields from a recognized university. Degree in business administration, major Marketing or Ceramic or Material science will be advantage.
- Fluent Vietnamese speaker (Vietnam citizen based in Thailand or Thai citizen with Vietnamese language skills).
- Good verbal and written communication skills, including presentation abilities.
- Willing to be based at the Saraburi plant for a period of 1 to 1.5 years.
- Proven ability to build and maintain client relationships and achieve sales targets.
- Ability to adapt and perform effectively in a competitive market. Understanding of market trends and competitive landscapes.
- Proficiency in Microsoft Office Suite.
- Ability to perform basic calculations and analyze sales data.
- Ability to work independently and collaboratively within a team.

Experience:

- A minimum of 5 years of sales experience, and a stable employment history is desirable.

Interested candidates, please send resume to
<https://careersthailand.knaufapac.com/>

Human Resources Department
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