



Job title	Sales Director
Reports to	General Manager
Location	Bangkok, Thailand

Duties and Responsibilities

- Developing and implementing sales and marketing strategies to enhance competitive position for the assigned accounts.
- Directing development and implementation of long-term and short-term strategy that are in line with the overall business unit strategy.
- Controlling, managing and advising to sale and marketing team.
- Trusted advisor and partner to the GM and Director on building commercial capability.
- Enabling commercial leaders to build high performing teams.
- Liaising and coordinating internal resources to match customer expectations and satisfaction.
- Preparing activity reports.
- Communicating market forecasts and any relevant information related to customers' satisfaction and competitors' activities.
- Reporting regularly on the market needs, solutions and service opportunities and providing recommendations on product definition.
- Managing the relevant corporate local partners and third parties.
- Dealing contractually and commercially with the changes requested by the customers during the project execution.
- Driving new securities universal standards and keeping standard ISO of the company policy.

Approved by:	(on behalf of CEO)
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