



<b>Job title</b>	Sales - Group Account Director
<b>Reports to</b>	Head of Sales Director
<b>Location</b>	Bangkok, Thailand

#### **Duties and Responsibilities**

- Ability to understand client needs, both delivered and hidden, to provide work that meet expectation in mind.
- Ability to input or recommend initial direction to the client without reaching the team every time; mainly thanks to the interest and regular update in digital marketing / branding aspect.
- Ability to see the project integrated as a big picture and stick the detailed work into the main objective.
- Presentation, Communication, Selling and Negotiation skill is highly required
- Ability to lead the meeting to derive the summarized client requirement to the team (people involved)
- Ability to manage each job by setting the goal, action plan, sub task and responsible department.
- Efficiency in follow up team and client to meet the project due date
- Leadership ability; able to lead, advise and coach junior in the team, able to work properly under pressure, likely to find solution to problems that might occur daily.

#### **Candidate Profile**

- Master or Bachelor's Degree or higher in Marketing / Advertising or Related field.
- At least 7 Years of experiences working in Direct Marketing, Advertising, Marketing or Related field.
- Good knowledge of marketing management, Strategic planning and execution skills
- Good personality, Interpersonal, communication, negotiation and presentation skills
- Good skills in presentation, digital project management, interpersonal skills, logical thinking, and problem solving.
- Passion for digital media including a solid understanding of Internet advertising, benchmarks and sales process.
- Good English communications.
- Ability to think both strategically and creatively

<b>Approved by:</b>	(on behalf of CEO)
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