



Job title	Key Account Manager
Reports to	Head of Sales
Location	Bangkok, Thailand

Company Descriptions

The leading brand of cut crystal, and as the partner of visionaries.
Become part of a tale of tradition and success that stretches back to 1895, and at the same time begin writing your own!

Duties

This position will be under our client, where we supply loose crystal elements to various business to business fashion industry partners.

Reporting to the Head of Sales, you will be responsible for generating sales within the local customer platform.

This encompasses coordination of sales & distribution activities, building and handling new accounts, client relationship management and sales support activities in order to generate profitable business growth and meet company objectives.

Responsibilities for the role will include:

- Achieve sales objectives and targets for the assigned accounts.
- Monitor sales performance and take timely corrective actions to address any gaps.
- Handles sales & distribution activities of all element products.
- Conducts sales presentations, product and application training.
- Implements Account development strategy, pro-actively strengthen business relationships with assigned accounts and deliver solutions offerings to potential customers.
- Conducts market visits in various retail establishments to keep abreast of the latest trend and players in the markets.
- Performs competitors' analysis, closely monitor the market price situation and other ad-hoc reports as required.
- Develops customized solutions and identify business development opportunities following through them to ensure successful conversion of the opportunities into sales.
- Provides sales support to various events /activities /tradeshows and assists in logistic matters.

- Supports the Head of Sales in all matters pertaining to sales development and monthly sales reports.

Requirements

- You should possess a degree in business related discipline.
- At least 3-5 years' sales experience in a business to business environment preferably in fashion & lifestyle related industry.
- Highly sales driven and results oriented.
- Fast learner & willingness to take on new tasks.
- Strong communication and presentation skills and good team player.
- Fluent in spoken and written English and Thai.

Approved by:	JB Hired (on behalf of CEO)
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