

Profile Summary

Senior Sales Manager with 12+ years of experience in industrial electrical and electronic products, including automation, connectivity, and control solutions. Proven leader with strong technical expertise, strategic account management, and consistent overachievement of sales targets.

Education

Bachelor's Degree in Electrical Engineering

Experience

- Senior Sales Manager – Industrial Automation / Electrical MNC (6 years)
- Sales Manager – Electrical & Electronic Products (4 years)
- Sales Engineer – Industrial Products (3 years)

Responsibilities

- Led regional sales team of 10+ members
- Managed key accounts, distributors, and OEMs
- Delivered technical presentations, workshops, and live product demonstrations
- Provided pre-sales consultation and after-sales technical coordination
- Drove marketing activities: seminars, exhibitions, trade shows
- Regularly reported revenue, pipeline, and market intelligence to management
- Collaborated with Product Marketing & Industry Management teams
- Achieved 120–150% sales targets consistently

Skills

- Industrial Electrical & Electronic Products
- Solution selling & technical pre-sales
- Team leadership & talent development
- Strategic account management
- Fluent English & Thai
- Excellent negotiation & presentation skills