

Profile Summary

Sales Manager with 8 years of experience in B2B industrial electrical products, handling key accounts, channel partners, and leading a small sales team. Strong in customer development, solution selling, and target achievement.

Education

Bachelor's Degree in Electrical Engineering

Experience

- Sales Manager – Industrial Automation Company (3 years)
- Senior Sales Engineer – Electrical Products (5 years)

Responsibilities

- Managed key industrial customers and OEM accounts
- Led a team of 4 sales engineers
- Conducted product presentations and demos
- Coordinated with marketing for trade shows & seminars
- Provided basic pre-sales & after-sales technical support
- Achieved 110–120% annual sales targets

Skills

- B2B Industrial Sales
- Customer relationship management
- Team leadership
- Product presentations & demos
- English & Thai communication