

## **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