

We are hiring.

MBM offer a challenging and interesting working environment with competitive benefits. Please see specific duties/experience requirements detailed below and we invite suitably qualified and interested candidates to submit their resume with salary expectations to spheusaard@mbmfacades.com , kmuenapai@mbmfacades.com

Key Account Manager

Position Requirements:

- Bachelor's degree in engineering Field (Mechanical / Mechatronic) with business knowledge in the related field.
- Master's degree in business administration is a plus.
- 6 years of experience in selling industrial products or related fields.
- Knowledge of industrial products.
- Knowledge of commercial and negotiation to close deals.
- Knowledge of business strategy, sales and marketing intelligence.
- Interpersonal and communication skills with service-minded.
- Motivation skill and positive attitude.
- Quick response, flexibility, integration and innovation are necessary to achieve a competitive edge.
- Working with a flexible schedule as assigned.
- Good command of written and spoken English.
- Proficient in Microsoft Office Suite.

Position Responsibilities:

- Serves customers by identifying their needs and engineering of industrial products and Company products.
- Provides turn-key project, equipment technical and commercial proposal.
- Responsible / Coordination with EPC and End-user for new project development and bidding process.
- Prepares sales engineering reports by collecting, analyzing, and summarizing sales information and engineering and application trends.
- Ensure that service offerings meet customer satisfaction by building a strong relationship with customers and monitoring customer feedback.
- Manage under sale strategy with good commercial and technical of Hamon Product.
- Negotiation with customers under our own authorization when we needed.
- Perform other related duties as assigned.

Interested candidates may submit their application in English to:

Human Resource Department

MBM Metalworks Limited

59 Suwinthawong Rd., Nongjok, Bangkok 10530, Thailand

Tel. +66 2988 2370-86

E-mail to: sphewsaard@mbmfacades.com, kmuenapai@mbmfacades.com

Also visit these sites:

www.mbmfacades.com

MBM always welcome CV submissions from façade industry professionals seeking to further develop their career and looking for new challenges.

ALL APPLICATIONS SHALL BE TREATED WITH FULL CONFIDENTIALITY