

“Join us!”



FLEXIBLE WORKING



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SPORT

HEUFT Thailand is an international company based in Bangkok. Our company is a subsidiary of HEUFT SYSTEMTECHNIK GMBH, known worldwide for quality control and inspection, food and pharmaceutical products. For our subsidiary in Bangkok, we are searching for:

## AREA SALES MANAGER – SOUTH EAST ASIA (M/F/D)

### Your Tasks:

- Visiting our existing and future customers located in South East Asia Traveling within South East Asia to maintain and nurture relationships with our existing customers and identifying and engaging with potential customers to expand our market presence
- Developing our customer knowledge Conducting thorough market research to understand customer needs, preferences and industry trends
- Providing quotations Generating accurate and timely quotations for our products/services based on customer specifications
- Negotiating and concluding sales in our South East Asian markets Leading negotiations with clients to achieve mutually beneficial agreements

### Your Profile:

- Excellent written and oral communication level in English Fluency in written and spoken English is essential to effectively communicate with our diverse customer base and internal teams
- Technical understanding A solid technical background to comprehend and articulate the features and benefits of our products/services
- Excellent communication, negotiation and presentation skills. Proven ability to communicate persuasively and negotiate effectively to achieve sales targets
- Strong presentation skills to showcase our offerings to clients and stakeholders
- Experience in engineering Previous experience in the engineering sector is highly desirable, providing you with a solid foundation to understand and address customer needs

### Are you open to new challenges?

Then send us your application documents including the earliest possible starting date and your salary expectations to [jobs@heuft.com](mailto:jobs@heuft.com).

