

# Achieve more with KROHNE

**KROHNE**

 measure the facts

KROHNE is an innovative process instrumentation and measurement solutions company operating in more than 40 countries. Through continuous research and development and a consistent customer orientation, we are one of the leaders in our industry.

KROHNE (South East Asia) Pte Ltd is looking for a

## **Sales Manager – Thailand, Bangkok**

### **Your main responsibilities:**

- To manage the business growth in country / region and exceeding budget targets.
- Planning, organizing, coordinating, and implementing all Sales activities in order to achieve and exceed order bookings, revenue, margins and operating results. Manage together with the General Manager for the Profit and Loss statement.
- To be responsible for the management and administration of the office and operations to ensure proper governance and accountability.
- Organizing, running and optimizing all the activities connected with the sales department, including:
  - Set-up a strategy to achieve company targets.
  - To manage/coordinate project pursuit activities worldwide, attending of Project Meetings and Bid Clarifications
  - To negotiate KROHNE contracts and inbound orders according to KROHNE terms and conditions, acceptable payments terms and profit margins. Having a solid understanding of the legal aspects of contract negotiations.
  - Providing management with a three / six – month inbound booking, revenue and P&L forecast and projections.
  - Preparation of sales force objectives, sales incentive plans and appraisals.
  - Develop and manage distributor channel

### **Your qualifications:**

- Minimum 5 years of experience in similar position and industry
- Higher professional education in engineering, business or related field, or similar level obtained by experience.
- Microsoft Office (Excel, Word, Outlook and Power Point)
- Good communication for both written and verbal skills in both Thai language and English
- Willingness to travel

On [www.krohne.com](http://www.krohne.com) you'll find additional information about our organization.

If interested, please send your CV with a covering letter stating your salary requirements to:

Ms Giselle Lim • Human Resources  
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