

Executive, Technical Sales (Consumables)

Job Summary

Sales Executive responsibilities include discovering and pursuing new sales prospects, negotiating deals, and maintaining customer satisfaction. Also, excellent communication skills and feeling comfortable reaching out to potential customers to demonstrate our services and products through email and phone must be needed. Moreover, collecting competitor information and marketing movement, including coordinating the delivery of products to customers. Lastly, generating and growing sales figures meet at least the target.

General responsibilities

- Response Sale target in term of GMI
- Comply all KPI setting from management.
- Explore solutions of products to customer
- Coverage by visiting customer.
- Using sale force to monitor activity and pipeline.
- Prepare report of quotation monthly
- Maximize GMI for the company

Functional skills and knowledge

- Written and verbal communication skills
- Capacity to manage high-stress situations
- Integrity and ownership skill
- Big-picture thinking and vision
- Time management
- Good computer skills and report especially ppt and Excel program

Education

- Bachelor's degree or higher in science (Biotechnology or equivalent)

Work experience

- At least 2 years of relevant experience in consumables in lifescience and selling skill
- Experience in dealing with government and private customers.
- Having own vehicle preferred

