

Sales Engineer (Assistant Manager - B2B/ B2C)



Company description:

M9 Public Co., Ltd.'s 21st Century Vision is "To be the best distributor for promoting customer living standards by offering high quality and modern products, together with great customer service, and the commitment to building the knowledge of all staff."

Previously, our company focus mainly on Mobile Phones and Consumer Electronics, importing, retailing and distribution spread out through the whole country.

M9 Public Co., Ltd. was established with the great purpose in 2012, started with the great partners who share the same passion in Electronics and Mobile industry, across the whole country.

Job description

- ❖ Estimate on Drawings of customers and generate proposals for sales projects.
- ❖ Generate sales analysis with update sales data from shops and dealers.
- ❖ Develop new business, penetrate existing business, and minimize lost business to achieve profitable sales growth.
- ❖ Ensure sales achievements in accordance with sales target.
- ❖ Seek and qualify prospects in accordance with Company stratification goals.
- ❖ Research customer business needs and develop a mix of services to meet needs.
- ❖ Perform administrative duties such as proposals, quotes, and estimating.
- ❖ Build strong relationships with suppliers, dealers and vendors.
- ❖ Ensure existing and new client satisfaction by providing good service.
- ❖ Liaison and reconciliation with Banks for Statements and direct communication with Principal Side.
- ❖ Other General Administrative duties may be assigned.

Desired Skills and Expertise

- ❖ Bachelor degree in BE (Mechatronics/ Mechanical) only.
- ❖ Relevant management experience in Electronics Field at least (1) year.

- ❖ Experience in sales industry and Auto Cad 2D/3D over (2) years is a plus.
- ❖ Proven product knowledge in Consumer Electronics.
- ❖ Excellent communication and negotiation with internal and external stakeholders.
- ❖ Proven record of effective management on team building, and analytical mindset is a must.
- ❖ Able to use Microsoft suite efficiently.
- ❖ Able to work under numerous projects.
- ❖ Able to travel upon requirement.

Language skills

- ❖ Myanmar (Excellent/ Native speaker) and English (Pre-intermediate)

We offer

- ❖ Sales Incentive upon achievement of targets.

Work location

- ❖ State/District: Yangon (Rangoon)

More information

- ❖ Job Category: Sales - Engineer/Tech/IT Jobs
- ❖ Company Industry: Trading, B2B, B2C
- ❖ Employment Type: Other