

**Position:** Sales Representative [click here for apply!!](#)

**Location:** Bangkok

**Responsibilities:**

- To develop and execute weekly/ monthly sales plan to drive sales volume at target premium in order to achieve his/her sales plan with good CM return to company.
- Monitor domestic market, customers, update situation and field analysis relevant to resin comparison to ensure HMC's competitiveness.
- To build and maintain a strong working relationship with all key accounts both existing and new potential one.
- To implement company's pricing strategies on the core segment aligning company strategy and yearly business plan.
- Identify and cooperate with Segment Manager and Technology/ Innovation team to develop new products to meet customer's needs then plan to communicate and conduct training to key and potential customers within timeline.
- Prepare visit reports by consolidating, analyzing, summarizing update market information and set up action plan to align with target/ current customers.
- Always reviewing his/her own sales performance, aiming to meet or exceed targets.
- Working closely and proactively with Segment Managers and customers to manage multiple tasks.
- Handle customer complaints and coordinate with Technology and/or Logistics teams to solve problems and provide efficient solution to meet customer's satisfaction level.
- Monitor DSO and all other Finance-related issues.
- Support Sales team on specific assignments i.e. market activities program by his/her Supervisor/ Segment Manager.

**Qualifications:**

- Bachelor degree in Polymer/ Material Sciences, Chemistry, Petrochemical Engineering. MBA is a plus.
- At least 1-3 years experiences in sales, technical service and/or trading in petrochemical industry.
- Good English communications with required TOEIC 550
- Ability in computer skills: MS Office, Outlook and SAP knowledge is a plus.
- Special skill/knowledge: polymer knowledge is a valuable asset.

All information will be treated as confidential. Only short-listed candidates will be contacted for further interview

To explore more about HMC, please visit [www.hmcpolymers.com](http://www.hmcpolymers.com)

Human Resources Department

HMC Polymers Co., Ltd.

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