

Position: Sales Segment Manager [click here for apply!!](#)

Location: Bangkok

Responsibilities:

- **Business & Innovation Dimensions**

- Manage a portfolio of products for an assigned segment in terms of sales volume, price premium, CM, stock level, competitiveness.
- Create yearly sales plan under his/her own assigned segment, develop and implement strategic sales plan of his/her segment (both Domestic and Export markets) to align with follow company objectives and business plan.
- Achieve sales of product mix allocating to domestic/export for maximum net back and optimum inventory management.
- Analyze market trends and competitors' activity both domestic and exports to identify and develop an actionable plan.
- Seek opportunities to develop new premium products to expand new market/ business for medium-to-long term profit and growth in his/ her segment.
- Collaborate with Finance Dept. to set up a credit line and payment of customers including review/ analyze Financial and Business risk from time to time.
- Manage account receivable, DSO, and all debt-related issues
- Support Sale/ Business Management/ Marketing/ Innovation/ CRM to strengthen relationship with target customers both domestic and exports.

- **CRM Dimension**

- Support and collaborate with CRM leading activity programs to improve customers' satisfaction/ engagement.
- Collaborate with CRM function to ensure service level to all customers referring customer prioritization concept.

- **Supervisor Dimension**

- Coach and supervise Senior Sales and/or Sales staffs to reach department and company objectives.
- Manage and control sales staff (if any) to achieve sales forecast
- Manage and develop commitment including performance of senior sales and/or sales staffs.

Qualifications:

- Bachelor degree or higher in Polymer or Petrochemical Engineering or Marketing.
- At least 5-6 years experiences in technical service and/or trading in petrochemical industry.
- Experience in sales team management.
- Proficiency in English communication.
- Computer skills: MS Office, Outlook, Internet. SAP knowledge is a plus.
- Good logical analysis and systematic thinking.
- Self-motivated proven team player, drive for self-development and an action-oriented work ethic.
- Possess interpersonal, leadership and planning management skills
- Good command of English with required TOEIC 650

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

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