

## **Sales Executive**

A leading BOI Company providing very competitive ERP software solutions to the SME Manufacturing Sector is actively looking for pro-active ERP Sales Executives to expand their Customer base due to the growing operations in Thailand.

### **Responsibilities:**

Spend most of his/her time visiting prospective Customers and Stakeholders

1. Achieve/ Exceed quota targets
2. Develop sustainable relationship with new & existing customers
3. Build up and accurately document sales pipeline and provide accurate forecasting to harvest future business opportunity
4. Update on key industry trends & issue impact to prospect
5. Work actively in partnership with presales & consulting team
6. Support marketing events

### **Min Qualifications:**

1. Bachelor's degree in any field
2. IT software or Manufacturing related Sales experience ideally within Thailand SME sector
3. Demonstrated success with sales campaign in a fast-paced consulting & competitive environment
4. Excellent communication & interpersonal skills (in both Thai and English)
5. Ability to communicate complex technical information to all Stakeholders

### **Compensation package**

Our salary structure is in line with Industry standard. Attractive performance Bonus

### **Company Description:**

Laconic provides business development solutions “beyond traditional ERPs” for fast growing SMEs who do not have in house the necessary competences for significant growth. Using a cutting edge “web and pure cloud” technology we deliver in real time essential data tracking and reporting allowing smart and traceable decision making. Our end-to-end Products and associated Services range from Enterprise ERP, B2B data exchange platform, and ERP as a Service, through a wide range of front-end business modules.

Since 2006 we have been granted Thailand Board of Investment (BOI) No: 1268(7)/2557 privilege under Web-based, Application and Cloud Computing. This coincides with the Government’s recent announcement to push for Thailand 4.0 -- transforming traditional SMEs into smart enterprises, and traditional services into high-value services. For more information visit [www.laconic.co.th](http://www.laconic.co.th)

### **Contact:**

Please send your Resume in English or in Thai to [jean@laconic.co.th](mailto:jean@laconic.co.th)