



**NEW OPPORTUNITIES**

**MICHELIN RECRUIT**

• IT AND DATA ENGINEER • UTILITIES TECHNICAL SUPPORT  
• AUTOMATION TECHNICAL SUPPORT • PROGRESS INDUSTRIAL ENGINEER  
• BUSINESS SUPPORT CONTROLLER • ACCOUNT MANAGER

[www.job.michelin.co.th](http://www.job.michelin.co.th)  
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## Account Manager

### Responsibilities:

- Ensure that tire business and financial objectives are achieved through the use of the Local Account Management methods and tools.
- Develops the Michelin customer relationship through the application of the Funnel of Progress (FOP) and / or the Level of Advocacy (LOA) tools.
- Daily tracks activity in Bibforce or Sales Force Automated systems and develops corrective actions, as needed.
- Annually develops and signs the commercial contract with the customers in his/her territory.

### Qualification:

- Graduated Bachelor's Degree in the Technical/Business or related field
- Experience 0-10 Years in the field of Industrial Sales, Distribution in B2B business
- Special Knowledge or Talent : Experience in Sales Force Automation Knowledge
- Expected English Proficiency Level : Efficient (C1)
- Disability person can't join the position because of mobility required

**All positions can apply at : [www.job.michelin.co.th](http://www.job.michelin.co.th)**