

## Thai Gypsum Products Public Company Limited

**Job Title :** CP Key Account Manager

### **Job Purpose:-**

1. Construction Products (CP) Key Account Manager is leading the Modern trade teams of both Gyproc and Weber Thailand
2. CP Key Account Manager is responsible to manage and develop sales to modern trade channel in order to generate profit, as well as business growth, for both Gyproc & Weber Thailand
3. He/she will act as the key interface between key customers and internal teams
4. In charge of the relationships with existing MDT customers, he/she will guarantee their satisfaction by continuously proposing solutions that meet their objectives
5. He/she will analyse Domestic MDT Sales performance and initiate/develop the effective commercial opportunities in term of competitive pricing and promotion in the right areas and projects.
6. In addition to growing and developing existing clients, he/she will make all possible efforts to generate new business with new customers.

### **Job Descriptions and Responsibilities: -**

- Implement SHEAR policies to ensure good safety behaviour of all subordinates and customers are carried out at the highest level; Apply SG Principle of conducts and actions.
- Play an integral part in generating new sales that will turn into long-lasting relationships
- Prepare regular reports of progress and forecasts to internal and external stakeholders using key account metrics
- Provide the data simulations and analytical reports to support commercial management decisions.
- Write business plans for all current business as well as new opportunities
- Responsible to achieve sales volume, value and price targets and to keep sales growth for all Modern Trade channel
- Prepare quarterly, yearly business review with key accounts. Conduct marketing campaign evaluation, review business plan, YTD sales and business issues.
- Design sales and trade activities and coordinate with Marketing teams to build Gyproc/Weber brand awareness through brand visibility, display at point of sales and ensure the functionality at all time
- Run monthly routine reports to review with RM, Sales Directors and provide insight information and discussion

### **For more information please contact: -**

Human Resources Department

Thai Gypsum Products Public Company Limited

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Website : <http://www.gyproc.co.th/home.html>

Recruitment Website : <http://www.gyproc.co.th/join-us/>