



LANEX COMPANY LIMITED is the agent of the **ARLANXEO**
Performance Elastomers

ARLANXEO is one of the world's largest producers of synthetic rubber and a wholly owned subsidiary of Saudi Aramco, a leading producer of energy and chemicals. ARLANXEO develops, produces and markets high-performance rubbers with sales of around EUR 3 billion in 2019 with a presence of more than 12 production sites in 9 countries, and 7 innovation centers around the world. Its products are used for a wide range of applications: from the automotive and tire industries to the electrical, construction and oil and gas industries. Headquarter is located in The Hague, the Netherlands. We have established a state-of-the-art, competitive production infrastructure with production network spanning four continents. Our world-scale plants produce efficiently, flexibly and sustainably – in Europe, Asia, North and South America.

We are currently looking for individuals who are hard-working, self-motivated, creative, and service minded. Does it sound like you? Join us in the following position.

Technical Sales Representative

Job Responsibilities :

- To build **ARLANXEO**' commercial presence and distribute other rubber chemicals in Thailand
- Develop new businesses opportunities and open new markets
- Achieve sales objectives and targets
- Establish contacts through cold/warm leads, attending or participating in related tradeshows and build strong relationship with strategic accounts
- Constantly monitor local market requirements and competitor movements
- Make positive recommendations on how to gain market share and influence sales
- Follow through with customers on sales contracts, liaising with local vendors and oversea suppliers to ensure smooth deliverance of goods to customers
- Preparation and submission of sales reports and sales forecasts on a regular basis
- Handling customer enquiries, preparing quotations, and other documentary requirements with service-minded characteristics

Requirements:

- Thai Nationality
- Age 22-35
- **Bachelor's Degree in Rubber Technology/ Polymer Engineering / Material Science / Chemistry or any related field**
- Recent Graduate will be considered
- You have experience working in a trading & distribution business model (strategic accounts, distributors, factory/end-user) work environment
- You have strong negotiation skills combined with diplomatic skills and natural assertiveness to win clients and suppliers alike to support and grow our business
- You have some knowledge in rubber products
- Highly motivated individual and is self-driven to succeed
- You will be required to travel regularly out of Bangkok for company related activities
- You must be fluent in English, both written and spoken
- You hold a related degree qualification
- **Have car and driving license**

Salary : Salary negotiable

Benefits : Five-day work week : Medical insurance : Performance bonus : Incentive

Please send resume via mail : sareeya.s@lanex.co.th

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