



**Position:**

Business Development Executive (Controls and Condition Monitoring)

**Background:**

MARC (Thailand) Co. Ltd. is a technical service company in Thailand, with an electrical and mechanical workshop based in Nakorn Pathom and Rayong. Together with our SEA network of subsidiaries and business alliances, we provide multi-discipline engineering services and industrial solutions across multiple industries. It is a subsidiary of SWTS Pte Ltd, based in Singapore.

**Job Description:**

In this role you will be employed by and reporting to MARC (Thailand) Co. Ltd., with business direction from SWTS management team in Singapore.

You are required to actively lead the assigned projects for controls and condition monitoring systems and solution for the process and power generation industry. You will be responsible for active promotion of SWTS controls and monitoring solution, and managing project within the stipulated time frame provided by the customers. You will maintain good relations with existing customers of Thailand in order to ensure customer satisfaction, confer both internally and externally in order to keep up with market evolution and develop new projects in order to generate additional business for SWTS. You will also have a proactive approach to make and maintaining contact with Key personnel of the potential customers in Thailand.

**Job Duties:**

- Generating business leads for the process and power generation industry
- Cold calling on potential customers and building relationships
- Establishing customer needs and providing solution proposals accordingly
- Arranging meetings with clients and carrying out product demonstrations
- Following up swiftly on sales enquiries and discuss information with SWTS management team
- Working closely with other SWTS subsidiaries to develop new business
- Researching the market and identifying potential new customers
- Attending industry events to generate business leads
- Work towards weekly and monthly targets and KPI's set by SWTS management team
- All other ad hoc duties task by SWTS management team

**Job Requirements:**

- Minimum Bachelor Degree in Engineering (Electrical/Mechanical/Electronics)
- Bilingual and fluent in English and native language, Thai. (As candidate will be hired for the Thai market)
- Strong analytical skills, commercially savvy, autonomous, proactive and resilient
- Ability and willingness to travel country wide and to Singapore
- Tech savvy and willing to initiate and adopt new systems
- Proficient in Microsoft office (Words, PowerPoint and Excel)
- Proficient with social media / social selling application
- Experience and knowledge in power generation is advantageous
- Driver's license

**Benefits:**

- Flexible working location
- On job training provided

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- Target achievement bonus
- Healthcare and Insurance coverage
- Career progression and growth potential

**Salary:**

Due to the demanding job requirements, we are offering an attractive remuneration package beyond market level.

Interested candidate are invited to send in their cover letter and detailed resume with a copy of your photo to [bd@swts.com](mailto:bd@swts.com) by **30<sup>th</sup> April 2018**.

For more information, please visit our website at [www.swts.com](http://www.swts.com). Thank you for your interest, and we regret to inform that only shortlisted candidates would be notified.