

JOB POSTING

Head of Sales Planning and Operation

1 position

Location : Sirinrat Building, Rama 4, Bangkok

Report to : General Manager - Sales

Job Description

- Lead the development, formalization and implementation of standardized sales & marketing processes on best-practice level
- Define, maintain, monitor and enforce sales performance standards & KPIs with agreement and commitment of the senior country management
- Drive the portfolio of process optimization and reporting automation projects. Work with internal stakeholders to help them attain sales productivity standards and targets
- Work closely with the APAC HQ functional leads and communicate the scope and impact of process changes to local and regional stakeholders
- Plan, build and direct sales administration & support, tender & implementation management, data analysis and lead generation functions
- Conduct performance appraisal, including coaching. Identify training needs and opportunities to develop effective sales teams

Key performance metrics

- Number/share of process improvement projects implemented on time and on-budget
- Productivity & quality-based KPIs of assigned functions
- Degree of customer report automation

Qualification

- A successful track record of 5-10 years working experience in Logistics or in CRM-driven sales operations function with an international industry leader
- Three years of solid experience in business process management
- Hands-on experience with operational zing customer segmentation, stage-based sales pipeline, incentive planning and other sales practices.
- Holder of business and/or engineering degree
- Strong analytical and problem-solving skills
- Competence in project management (planning/business case, execution controlling, change management, tools)

- Capability to use modeling and simulation techniques for finding optimal org structure or headcount allocation
- Familiar with operational excellence frameworks and methodology (SIX SIGMA, LEAN, TQM)
- Fueled by a strong drive to achieve top-end results for herself and other team members
- Distinctive assertiveness. Demonstrated ability to influence and get buy-in at all levels
- Proficiency in English and Thai

Schenker offers a wide range of career opportunities within our organization, in Thailand or abroad. The salary and bonus programs are attractive and all other benefits (medical insurance, provident fund etc) usually offered by international companies are available here too. All salaries are paid 13 times and a results related bonus of up to 2 months salary is paid in addition each year.

If you are interested in joining a successful and professional team, please send your CV and photo to the e-mail address below. **Please enter as 'subject' the position you are applying for.**

"We will consider English language resumes only"

HUMAN RESOURCES DEPARTMENT

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