

MT Food Systems Co., Ltd.

บริษัท เอ็มที ฟู้ด ซิสเทมส์ จำกัด

MT Food System Company Limited provides service and various solutions for customers in food processing industry more than 10 years. We focus on new high technologies and solutions for improving productivity and increasing yield in food processing plants which is specific on Meat and Poultry, Seafood, Liquid food, Ready meal, PET food and Beverages.

We emphasize our professional team member for communication, coordination, planning, and a team approach to problem solving. We believe in delivering the highest quality of work and successful completion of each project to meet the customers' needs and guarantee customers' satisfaction.

We are looking for a qualified candidate to join our Service Team, and report directly to Service Manager. We invite like-minded individuals with a passion for success in fast-paced to join us.

Sales Engineer (Food Machinery) วิศวกรฝ่ายขาย**Location: Bangkok****Employment Type: Full-time****Salary:** Depending on experience (Negotiable)

- **Junior (0–2 yrs):** 25,000–30,000 THB/month
- **Mid-level (3–5+ yrs):** 40,000–55,000 THB/month

Working Time: 08:30–17.00, Monday to Saturday (switching 2 days in each month)**Industry: Food Machinery****Key Activities:**

- Maintaining the interactions with the active customers and identifying new client account as well as new business possibilities
- Selling the products and services to active customers of the company and convincing them about their usability and advantages
- Making the customers understand about the various products and services by explaining to them about the same in their local language
- Ensuring that the requirements of the international clients are met by modifying the products and services of our company to provide
- Treating and greeting the customers very well and making them go through the purchasing methods and procedures
- Attending international sales meetings, seminars and conferences arranged within the company or between the company and the customers to boost the sales profits
- Managing the inquiries and questions from the customers and clearing all their doubts on the products and services
- Convincing the customers to buy the machines or related products and services of the company
- Searching for opportunities that enhance the sales and benefit to the clients
- Administering the sales area that were allocated and planning effectively to manage time and generate profits by maintaining the sales
- Submitting the reports, records, presentations and sales documents to the Managing Director
- Maintaining the daily, weekly, quarterly, half yearly and annual sales reports and records

- Upholding the bills, financial statements and records of expenditures of the international travels occurred
- Undertaking any new relevant tasks as maybe directed by Managing Director from time to time

Qualifications:

- Bachelor's Degree in Mechanical, Electrical, or Industrial Engineering or equivalent is preferred
- 2-3 years of industry segment experience is preferred
- Male or female 20-30 years old with Thai Nationality
- English communication required, fair to good level of writing and speaking is acceptable
- Computer literacy, having basic skills of Microsoft Office, proficient in AutoCAD is advantage
- Own Vehicle with activated driving license & good driving skill
- Customer service orientated
- Self-managed but able to prioritize the work to fit with our company's results-oriented culture
- Good personality and outgoing with strong interpersonal and communication skills
- Analytical ability to effectively identify and resolve problems independently
- Ability to work independently and set own schedule
- Flexible to work extra hours and able to travel aboard and upcountry
- Working experience in foods industrial environment would be benefit, knowledge base in automation background is preferable.

Benefits:

- Basic Salary depends on educational background and work experience (Negotiable)
- Car allowance 10,000 THB/month and Fixed monthly mobile phone 2,000 THB/month
- Sales Commission from new sales project (Individual Performance)
- Group Life Insurance cover for Death and Accidental including to IPD cases
- Medical Expenses claimed with company for OPD case
- Provident Fund
- Annual leave 10 days/year
- Annual Health Check-up
- Company's gathering party and outing trip (on occasion)

Interested candidate are encouraged to apply in writing with a detailed resume, and cover letter addressing the above accountabilities, academic reference and criteria, including to salary expectations.

They should be sent for first prescreen by two (2) channels

- 1) Email: apisada.v@mtfs.co.th
- 2) **OR** send all documents by post as below address.

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