

Industrial Services Team – Sales Associate Director

Company & Team Description

Colliers is a leading global property agency and consultancy with Local Experts in Thailand. Comprehensive industrial property services offering site selection, leasing, purchasing, build-to-suit, sale & leaseback, property valuation, and market research for industrial clients

Your responsibilities will include:

Take the lead to produce revenue and profit per budget and quotas of our Industrial Department. This includes actively supervising the team, training members of the team, closing deals, preparing reports, cross-sell functions, etc.

- Take primary responsibility for client accounts, focusing on factory and warehouse sales and leases. This includes negotiations, acquisitions and marketing consultancy in the leasing of Industrial space.
- Proactively engage with leads, qualify them, and guide them through the sales pipeline.
- Provide timely and accurate information and documentation to close sales and meet targets.
- Compile sales activities and lead performance of individual and team members into reports for management review including sales forecast and monthly business review (Sales performance updates).
- Work with the team to ensure seamless support for clients including sales agents and customer service representatives. Discuss with team members for any performance improvements areas.
- Coach and train members for sales, documents preparation activities by leading training sessions, work with HR to plan workshops for team members and other team members for department knowledge and cross-sell activities.
- Participate or lead team meetings. and Provide daily, weekly, or monthly performance reports and regular updates on work in progress.

Qualification Requirement:

- Bachelor's degree or higher in any field.
- Strong communication and sales skills.
- Good English communication
- Proven experience in sales, preferably within the real estate sector.
- Strong personality, accountability and leadership skills.
- Familiarity with CRM systems is a plus.
- Knowledge in Industrial property, factory or warehouse evaluation and / or investment is a plus
- Good interpersonal, self-motivated skills, presentation skills, service mind and able to work independently as well as team

Location:**C. I. T. Property Consultants Co., Ltd.**

66 Tower, 22nd Floor Unit 2206-2207, 2556 Sukhumvit Road, Bangna-nua, Bangna Bangkok 10260

What we offer you & Working Day:

- Annual Leave
- Group Insurance
- Provident Fund
- Monday – Friday 09:00 AM - 18:00 PM and every other Saturday 09:00 – 12:00.
Follow company calendar

Please apply with your CV to kanokporn.horprathum@colliers.com or call Kanokporn via +6680 639 2715 for more information