Business Manager - Pharma Division at Brenntag,Thailand

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Planning and managing the overall business operations for the growth of the assigned industry.



Apply Now !

Job Summary

Planning and managing overall business operation for the growth of the assigned industry. Driving and leading sales & marketing through management of sales team and ensuring the achievement of annual sales target as well as the successful management of customers. Maintaining and strengthening relationship with key business partners and customers, developing new business opportunity to fulfil the organization's overall business plan and strategies.

Duties And Responsibilities

Sales Target Achievement

- Has the overall responsibility of the sales and manages the sales team.
- Develops annual sales strategy and budget.
- Manage purchases and inventory levels.
- In cooperation with sales manages inventory.
- Prepares well and introduces business to local management in the monthly business review meeting.

- Proactively brings up all business issues to GM and local management.

Reports, Customers & Suppliers Relationship

- Continuously develops the quality of CRM reports.
- Assures CRM report from all relevant customer interactions.
- Develops, follow ups and reports commercial excellence activities to the direct manager.
- Develops the customer relationship management.
- Aligns local country strategies and regional supplier strategies with RMMs and suppliers.
- Aligns annual supplier strategies and budgets.
- Produces & Forecasts, Monthly and/or Quarterly reports to suppliers.
- Arranges and organizes Quarterly business review with key suppliers.
- Implements and drives supplier strategies.

Human Resource Management

- Together with GM recruit and select a right qualifications & experiences staff according to staffing plan.
- Lead, direct, evaluate and develop a team to ensure that the business strategy and activities are implemented effectively and consistently.
- Ensure the remuneration structure is competitive, above the market average and reflect individual performances.

Others

- Ensure thorough knowledge and processes of the Company Integrated Management System and to comply with all procedures in accordance with IMS Certification.
- Perform other activities as may be assigned by the supervisor.

YOUR PROFILE Education:

Bachelor's Degree in related fields, Master's Degree would be advantageous

Experience : Minimum 10-15 years' experience in chemicals industry plus a few years' experiences at management level

Others

- Fluent in English (written & spoken)
- Effective Communication, Interpersonal and Presentation Skills
- Strategic Thinking & Strong Analytical Skills
- Project Management
- Drive for Achievement and being Initiative
- Excellent Business / Commercial Acumen
- Business and Marketing Know-How
- Budgeting and Cost Controlling
- Coaching & People Management

OUR OFFER
Successful candidates will be offered remuneration package commensurate with skills and experiences. They will have opportunity for individual development within a dynamic, growth-oriented and international business environment.

Apply Now !