

Due to organizational growth, Apollo is hiring a Sales Support Engineer for our APAC (Asia Pacific and China).

Apollo is a old Dutch family company that started in 1847 and global market player in spiral conveyor solutions. We achieved this market position by customer intimacy and by focusing on quality and innovation. You will find our machines at manufacturers of FMCG (Fast Moving Consumer Goods) including Kraft/Heinz, CP, Carabao, Heineken, Coca Cola, Unilever, Nestle but also at the distribution centres of Decathlon and Amazon.

We operate from our sales offices in Shanghai (China), Bangkok (Thailand), Coevorden (head office, the Netherlands) and USA and we have our own production sites in Bangkok (Thailand), Coevorden (the Netherlands) and USA. With these worldwide sales offices and production sites we are able to fulfil the global market needs for our solutions and services. To maintain worldwide supplier of Vertical Transport Systems we continuously invest in our organization and product innovations.

As a **Sales Support Engineer (SSE)** you are the key player between commercial activities and technical understanding of our products. You'll be in close contact with our Area Sales Managers and customers, prospects and business partners.

You are keen to deliver high quality support to your internal and external customers to ensure that Apollo is always seen as a reliable and professional business partner. You are a true Apollo ambassador and it makes you proud to see that Apollo maintains its leading role in customer intimacy status.

#### **Responsibilities:**

You make quotations and order confirmations and work closely with our Sales Managers to ensure that the customer or prospect is well informed and proposals meet their needs. The quotations made include the technical and price calculation of our Spiral Conveyors based on application environment, material selection and mandatory options. Also additional field support and transport prices are part of the scope. You select the right parameters to deliver the best and most economical solution on time to the market.

You are a sparring partner for our customers, your Sales colleagues and colleagues from our Sales Office department in the Netherlands.

#### **Our requirements:**

- Bachelor level, preferably a background in Technique, Mechanics, Mechanical Engineering, Technical Engineering, Mathematics
- Thai national only
- 2-5 years of relevant work experience
- Fluent in English language
- Other languages are a plus
- A positive attitude and eager to learn our business
- Able to work accurately and focused on customer satisfaction and results
- Stress resistant and able to meet strong deadlines
- Able to combine a commercial mindset with delivery of good quality of work
- You are a team player
- You are a good communicator and able to convince, explain, listen, summarize and advise.

**We offer:**

A dynamic work environment, an interesting and challenging position within a global company, good benefits and a pleasant working atmosphere. You will work from our office in Bangplee Samutprakarn. Are you interested?

Please contact for further information :

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