



LINES DESIGNWORKS is hiring! We're looking for an inspired and motivated individual to spearhead our sales efforts in Bangkok, Thailand.

We are a value-add design and branding agency offering strategic services to grow your bottom line. We create lasting brands with products that continue to tell their story, long after the advertisements and packaging are gone. We share a passion for making the everyday beautiful through the objects that surround us.

Whether it's a start-up that needs a new brand development, or a centuries old company in need of revitalisation, we look at all the customer touch points and create a strategy for their voice to be heard in the world.

We help our customers tell their stories culminating in their products. By doing so we create brands that resonate.

SALESPERSON JOB RESPONSIBILITIES:

Representing our creative services and reaching out to companies that are potential clients. Writing and implementing sales plans and strategies and establish a steady stream of projects for the creatives team.

We offer a competitive salary plus commission.

JOB DUTIES:

- Building and continuously expanding a network of potential clients in order to establish ongoing projects and a healthy pipeline.
- Establishing sales objectives by forecasting and developing annual performance; projecting expected project volume and profit for existing and new services.
- Establishing and adjusting pricing by monitoring costs, competition, and supply and demand.
- Building a sales team by recruiting, selecting, orienting, and training employees.
- Maintaining professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies.
- Contributing to team effort by accomplishing related results as needed.

SKILLS AND QUALIFICATIONS:

Comfortable in service industry sales (rather than concrete products). As we are a start-up, candidate should be flexible and willing to help wherever needed.

We are a European company and have a horizontal hierarchy.

Candidate needs to be fluent in PowerPoint and/or Keynote, MS Word and Excel, meet sales goals, be a good negotiator, sell to customer needs, motivate for sales, plan sales, build relationships, have market knowledge, and develop budgets.

We are looking for a Thai candidate.

Contact Marijn Beije, marijn@linesdesignworks.com, with a résumé attached when interested.