

Business Development & Technical Sales Consultant (m/f) – Chiang Mai, THAILAND

About IQAir

IQAir AG is a worldwide leader in measuring and improving air quality. We help people lead longer, healthier lives by protecting them from air pollution and allergens at home, at work and on the go. At our Swiss Technology Center we develop and produce IoT air measurement devices and air purification systems for private, public and clinical applications. Our customers are governmental agencies, schools, medical facilities, Fortune 500 companies, embassies and health conscious individuals in over 100 countries. Our mobile air quality -app AirVisual and air quality data platform is used by over 50 million people around the globe.

As part of its global expansion, IQAir will open its newest regional support and service office in Chiang Mai. Join our global team of sales and marketing experts to help bring clean air to more people in Thailand and beyond.

Your Tasks

- Community outreach, sales and support through networking, referrals and active outreach
- Accompany our private, commercial and governmental customers and partners during the complete value chain
- Prepare presentations and proposals for residential, commercial and governmental projects
- Establish and maintain productive, professional relationships internal and external key stakeholders
- Create reports regularly and maintain data for business and collaborative opportunities and document activities in CRM
- Provide troubleshooting field support and prepare field reports for Swiss headquarters
- Represent IQAir on local exhibitions or events and support partners

Our Requirements

- Proven experience in technical sales and consulting
- Strong interest in indoor and outdoor air quality
- Engineering background preferred
- Thorough understanding of commercial sales and negotiation techniques coupled with strong motivational and organizational skills
- Strong ability to understand customer' needs and apply appropriate technical and commercial solutions
- Fluent in Thai and English
- Thai driving license preferred
- Self-motivated, hands-on mentality with a results-driven approach

Our Offer

- Represent best-in-class air quality monitoring and air purification systems for residential, commercial and healthcare settings
- Competitive salary and commission
- Work in small team with flat hierarchy
- Training from and direct access to product and engineering experts from Swiss headquarters

Place of Work

0 Chiang Mai, Thailand

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