Applicant Information Kit__Business Development Engineer - PA

Open to : All Interested Candidates (Indonesian Citizen)
Employment Type : Full Time, 40 hrs/week

BASIC FUNCTION OF POSITION
Responsible for manage the PA business in achieving the turnover target.

Key Accountabilities :
- With ISM-PA, Develop and implement business strategy for PA IS business in accordance with Country strategies.
- Identify and develop sales strategies, prepare forecast and budget to increase PA sales and market share of Festo product.
- Monitor, evaluate and revise (where necessary) the strategies and action plan on quarterly basis with specific remedial plans for the customers.
- Periodic reporting on market trends, sales projections, competition activities and major sales activities among the customers.
- Monitor performance of the sales team to improve the result.
- Work closely with Sales Department such as sales representative on the technical aspect of organization product and service; marketing campaign, sales technique, procedure, standard that will help them to achieve target.
- Pursue key prospects, negotiate and construct appropriate terms of sales with the customer.
- Organize and conduct product or business seminars/presentations/training for targeted customers.
- Plan and recommend on specific products for stocking purpose.
- Assist sales and support engineers in solving and recommending sales and technical solutions.

QUALIFICATION REQUIRED
- Bachelor Degree from reputable University majoring in Electrical/Mechanical/Mechatronics Engineering, GPA min 2.8
- Min. 4 years progressive experience as sales engineer in automation industry, specific account in PA engineering Industry.
- Resourceful, self motivated, able to thrive in a fast moving and uncertain environment, and autonomous problem solving ability.
- Good command of English (Speaking/reading/writing) and Bahasa Indonesia are required.
- Must have a hands on knowledge in project management, general pneumatic, products control, automation (incl. Pneumatics and electro-mechanical technologies).
- A good presentation and negotiation skill
- Computer literate

APPLICATION SUBMITTED TO:
Human Resources Dept, PT Festo
Email: HR_ID@id.Festo.com

IMPORTANT :
- Put the post code on the subject of your email: BD_PA