Applicant Information Kit __ Control Engineering Consultant

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

BASIC FUNCTION OF POSITION
Perform sales activities, provide support and bridge relation to customers in order to achieve turnover target and market coverage.

Key Accountabilities:
- Conduct sales activities of consultative selling in order to achieve turnover target
- Perform sales cycle in orderly manner and negotiation process to ensure high success rate
- Create sales contact planning and visit report in SFA in order to increase customer relationship management
- Follow up problematic customer payment in order to ensure healthy account receivable
- Provide solutions and monitor customer complaint handling processes to ensure customer satisfaction

QUALIFICATION REQUIRED
- Bachelor Degree from reputable University majoring in Electrical/Mechanical/Mechatronics Engineering, GPA min 2.8
- Progressive experience as sales engineer in automation 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, automation (incl. Pneumatics and electromechanical 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: CEC_SB