Applicant Information Kit_ Industry Segment Specialist - Sugar

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

BASIC FUNCTION OF POSITION
The incumbent responsible for Sales activities and provide support to customer in order to achieve turnover targeting in the Sugar segment/Industry.

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
✓ Min. 4 years progressive experience as sales engineer in automation industry, specific account in sugar and or its derivative 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, control (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: ISS_PA_S