BASIC FUNCTION OF POSITION
The incumbent responsible for Sales activities and provide support to customer in order to achieve turnover targeting in the Chemical and Biopharma 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 chemical and or biopharma 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: ISS_CBPR