

Area Sales Manager (B2C Central Java)

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Company: ADI Consulting

Location: Indonesia

Category: other-general

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The Role

Job Description :

Area Sales in Mining Sector and Key Account Manager scope:

Yogyakarta/Semarang/Solo areas Area Sales of the product / sector focus

The Area Sales Manager will be the process owner of all sales & marketing processes & initiatives in his area & will ensure implementation of company policies / norms / directives

Routine activities will involve development of specific sector or product, from sourcing, legal coordinator appointment, market survey, pricing, for PCMO (Passenger Car & Motor Oil)

Managing and Planning Marketing Activities overall for PCMO – Marketing Area

Support in sourcing marketing material

Input to business process manager for proper documentation

Design Market Strategy for the region

Marketing Budget Control and Implementation (Ratio)

Engage in distributor and customer management for the business

Ideal Profile

Should have a successful track record & clear achievement of sales growth & channel expansion

Comprehensive understanding of and proficiency in the frontline sales process

Good communication skills in English / local language to effectively liaise with the stakeholders of the region.

High energy levels and self-starter

Good commercial understanding of pricing/schemes etc.

Willing to travel as required

What's on Offer?

A role that offers a breadth of learning opportunities

Work alongside & learn from best in class talent

Attractive Salary & Benefits

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