

General Manager Sales Midstream - Steel

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Company: Talentvis

Location: Indonesia

Category: other-general

Bachelor or master's degree (Technical, Marketing, or other related field)

Minimum 10 years of progressive sales experience in teams

Knowledge of indirect channel management

Consumer regional brand development & marketing strategy

MBA preferred

Implement and comply with Occupational Health Safety & Environment (OHSE) Policy, Quality & Environmental Management System,

To follow NSBI Policy, Code of Conduct (How We Work), Collective Labour Agreement (CLA) and Government Regulations

Manage teams of Sales Account Managers to achieve agreed sales target in volume and profitability

Build strong and trustworthy relationship with customers/roll-formers

Build sales strategy for optimum impact for the company's growth.

Responsible for the overall account management including customer business planning and collection.

Identify opportunities in the market and feed in to the internal team.

Lead the implementation of integrated sales, including negotiating with/establishing/appointing new fabricators, hardware coated steel warehouses, roll-formers in the selected subsegments.

Driving sales team to achieve business intent (market share and profitability) establishing a

cadence and discipline to ensure optimum results for the company.

Provide coaching for the team, direct reports, and minus-one.

Select and engage the right people for the new structure

Develop an entrepreneurial, can do now attitude and service oriented/culture amongst the team

Provide coaching and development to the team

Execution of market offer

Sales Volume and Revenue

Collections

Customer growth

Sales pull through - downstream

Customer & BP leadership feedback

Business performance indices

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