

Regional Application Specialist for Global Chemicals Company (Specialty Chemical for Pulp & Paper Industry)

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Company: Talentvis

Location: Indonesia

Category: other-general

Bachelor or College degree in science or technical specialty or equivalent industry managerial experiences.

5 years of management experience in a business-to- Minimal business sales environment with increasing responsibilities.

Through knowledge in the technicalities of Pulp or Paper Process.

Thorough knowledge in the applications of chemicals to the Pulp and Paper

Thorough knowledge in microbiology, biocides and microorganism related

Capable to analyze data and provide solutions in appropriate manner.

Achieves thorough knowledge of all Company products, corporate goals, and policies.

Fluent in spoken and written English and knowing Mandarin will be an advantage.

This role has main responsibilities in supporting the development of new and growth of existing businesses. Promoting the application of new technologies across the regions. Maximizes sales and profitability of the business by administrating the most viable solution that will foster long-term business relation with the customers. Ensure SAFE practices on site.

Responsibilities and Accountabilities:

The primary responsibility is to share the team's experience and work with various departments towards securing the business.

Support all department in achieving Amazon's annual financial plans.

Provide sufficient necessary technical support to the various customers we have in all the regions.

Work with Sales team in specific projects that has Strategic Values or of high priority to a specific country. Ensuring meeting the sales & profit plan while securing the business for the long term.

Communicate and work together with Sales/ Country Managers, and Product Managers, Marketing Managers for achieving business goals.

Provide guidelines of best practices and training of the applications to the sales team.

Develop/Implement/ Coach the sales team on Key Account Management concepts as appropriate.

Develop, enhance and improve on application technology example – lab evaluation, process survey, dosing programs, simulation study, technical reports and process troubleshooting - that will ensure Amazon continues to deliver values to the customers.

When applicable: Responsible for conducting seminars for customers in order to promote the sale of company products. Plans and coordinates these seminars, and makes appropriate arrangements for attending personnel, as necessary.

Recommend product/application enhancements or changes based upon market feedback and increased sales potential.

Assure that all employees follow company and customer safety regulations while on site and facilitate appropriate safety training.

Support Business Development Managers, Corporate Account Managers, Marketing Manager and Equipment Manager to implement corporate sales and marketing policies for strategic customers & markets in a timely and professional manner.

Support and contribute ideas to Product Managers, Equipment Manager and Product

Development team in the development of new technologies or product

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