

Sales (Jakarta)

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Company: byOrange

Location: Daerah Khusus Ibukota Jakarta

Category: other-general

Position Overview: As a Regional Sales Representative, you will be responsible for driving sales growth and building strong customer relationships in the Jakarta region. The ideal candidate will have a proven track record in sales, a deep understanding of the local market, and excellent communication skills.

Key Responsibilities:

- Sales Growth:** Achieve and exceed sales targets within the assigned region.
- Market Analysis:** Conduct thorough market research to identify opportunities, trends, and potential challenges within the Jakarta region.
- Customer Relationship Management:** Build and maintain strong relationships with existing and potential customers, understanding their needs and providing effective solutions.
- Product Knowledge:** Stay up-to-date on our products/services and communicate their features and benefits to customers.
- Sales Strategy:** Develop and implement effective sales strategies to penetrate the market and gain a competitive edge.
- Collaboration:** Work closely with the marketing and product teams to align sales efforts with overall company goals.
- Reporting:** Provide regular reports on sales activities, market trends, and competitor activities.

Qualifications: Bachelor's degree in Business, Marketing, or a related field. Proven experience in sales, with a track record of meeting or exceeding targets. Strong understanding of the Jakarta markets. Excellent communication and interpersonal skills. Ability to work independently and as part of a team. Results-driven with a customer-centric mindset. Willingness to travel within the assigned region.

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