

## Sales Representative Marine Jakarta

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Company: AkzoNobel

Location: Indonesia

Category: other-general

### About AkzoNobel

Since 1832, we've been supplying the innovative paints and coatings that help to color people's lives and protect what matters most. Our world class portfolio of brands – including Dulux, International, Sikkens and Interpon – is trusted by customers around the globe. We're active in more than 100 countries and use our expertise to sustain and enhance the fabric of everyday life. Because we believe every surface is an opportunity. It's what you'd expect from a pioneering and long-established paints company that's dedicated to providing sustainable solutions and preserving the best of what we have today – while creating an even better tomorrow. Let's paint the future together.

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### Job Responsibilities

#### Long Description

#### Short Description

#### Job Purpose

Maintains regular service to customers in a nominated geographical area or district in order to achieve sales budget

Promotes the marketing of company products and/ services, developing new customers through the application of selling skills.

Prepares regular reports on business calls and related activities (including complaints), in regard to products and customer needs

### Key Accountabilities

Create and submit Standard Specification from MASS program for New Building and Dry Docking Projects to customers.

Prepares quotation & forecast using SFT (Sales Forecasting Tolls) for approval from Marine Business Manager and Commercial Manager and submit to customers complete with Interspec and International Paint Standard Condition of Sales.

Informs customers of new products and price movements, and maintains contact to suit their requirements in stock control and reordering.

Monitor competitor activity and other relevant information and reports this to management

Behave safely and implement Quality, Health, Safety & Environment Management System and obey company regulations

### **Key Activities**

Achieve yearly personal target by volume

Contribute to achieve yearly Target of Marine Coatings EBITDA

Contribute to achieve yearly Target of Marine Coatings OWC

Contribute to manage Minimum sales GC 48%

Achieve Target 93 days of DSO

% implementation of SFT (Sales Forecasting Tool)

Gain New Good customer minimum 3 by yearly

### **Experience**

- Having good selling skill
- Having good Interpersonal Skill
- Self encourages and self motivating
- Able to create Interspec by MASS Program

Have experience in the same business min 3 years

- Effectiveness and negotiation Skill
- Strong in technical back ground and product knowledge

### **Education**

Minimum Bachelor degree, Naval Architect as advantage

At AkzoNobel we are highly committed to ensuring an inclusive and respectful workplace where all employees can be their best self. We strive to embrace diversity in a context of

tolerance. Our talent acquisition process plays an integral part in this journey, as setting the foundations for a diverse environment. For this reason we train and educate on the implications of our Unconscious Bias in order for our TA and hiring managers to be mindful of them and take corrective actions when applicable. In our organization, all qualified applicants receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, age or disability.

Requisition ID:

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