



# Job Description

**Job Title:** BD Manager - ICV  
**Department:** Sales Dept.  
**Name of Employee:**  
**Reference to:** AVKFI Industrial Sales Manager      **Date:** 02-07-2020  
**Made by:** Aryuani

**Areas of Responsibility:**

- to identify sales leads, pitch goods or services to new clients and maintain a good working relationship with new contacts.

**Working Tasks:**

- Find and establish distributor network for ICV within region. These companies should be active in selling water valves (general valves, and/or balancing valves) for HVAC in buildings, data-centers, and/or district cooling system
- Get ICV brand specified in building projects within area by promoting ICV to investors, contractors, design institutes etc. and expand brand awareness and market pull
- Manager own distributors and projects, and register all major projects in area in ICV CRM (project protection registration), and in friendly cooperation with other regional sales managers

**Qualifications / Required Skills:**

- Education background and Work Experiences:
  - Hold a degree in Mechanical, Chemistry or Petroleum Engineering from reputable university.
  - Minimum 3-5 years of experience in sales of HVAC valves in buildings
- Skills and Knowledge:
  - Good command in English both written and spoken.
  - Good existing relations to potential distributors, investors, contractors, DI etc
  - Good project management and commercial negotiation skills to win projects
  - Good technical understanding of HVAC systems and valves, balancing experience preferred
  - Willing to travel throughout Indonesia and occasionally overseas.
  - Familiar with MS office application
  - Able to perform financial calculations and create and manage the budgets.