



Job Description

Job Title: Sales Engineer - Fusion
Department: Sales Dept.

Areas of

Responsibility:

- Sales and sales development of the Fusion product portfolio in Indonesia with a high focus on the water business

Working Tasks:

- Develop strategies, mapping the area and implementation of the distribution for each Distributor
- Ensure that the agreed sales target is reached
- Development of new distribution channels to reach the market
- Contractor developer and the modern hardware
- View and analyze the market potential for the development of product variants
- Directing customers to understand the quality and excellence of products
- Implementation and monitoring of ongoing promotional programs
- Maintain and update list of customer prospects in accordance with the desired segmentation
- Controlling the distributor stock availability and POS
- Report sales activity and coordinating weekly and monthly thru CRM
- Gather information about the activities of competitors
- Develop after sales business plan and strategy for the market that ensures attainment of company sales goals and profitability
- Provides timely accurate competitive pricing on all completed prospect applications submitted for pricing and approval, while striving to maintain maximum profit margin
- Following up on all sales quotes
- Provide timely, accurate, competitive pricing on all completed prospect applications submitted for pricing and approval, while striving to maintain maximum profit margin
- Analyze sales data on sales results and develop plans to address performance gaps
- Collaborate with marketing executives to develop lead generation plans
- Advance one's own professional and technical knowledge by attending workshops and other educational trainings, participating in professional societies and industry networks, and reading professional and industry publications
- Maintain a deep understanding of customer needs and monitor their preferences
- Resolve escalated customer issues and customer complaints regarding sales and service
- To train and educate customers and maintenance staff on products installation, failure analysis, and troubleshooting.
- Explore other possible business areas like Mining, Building Service, Aquaculture, etc.
- Ensure that cross business selling opportunities with other AVK segments are noted and informed to AVK Fusion Team

Autorization:

- To release/reject sales order
- To accept or reject Initiates and coordinated development of action plans
- To create and conduct proposal presentation
- To decide Net sales price, within budget and authorization matrix

Qualifications/ Required Skills:

- Minimum 2 years of experience in Indonesia Water market, preferably in Polyethylene fittings or Polyethylene pipe, as a contractor or manufacturer.
- Good command in English both written and spoken.
- Willing to travel throughout Indonesia and occasionally overseas.
- Familiar with MS office application
- Excellent analytical, problem solving and organizational skills.
- Able to perform financial calculations and create and manage the budgets.