



Job Description

Job Title: Sales Engineer - Waste Water Treatment Plant
Department: Sales Dept.
Name of Employee:
Reference to: AVKFI Water Sales Manager **Date:** 02-07-2020
Made by: Aryuani
Reference by:

Areas of Responsibility:

- To ensure develop business segment coverage thru a strong distributor network together with Areas Sales Engineer (ASE). Strong business development together with segment management in HQ and RHQ office. Responsible for sales of the segment market Water and Wastewater.

Working Tasks:

- **Customer Focus**
 - Identification of customers need thru closed cooperation with Consultant, Project owner, Contractor and related government body especially PUPR (Public Works and Public Housing) as well govt body related to infrastructure and irrigation.
 - Support ASE Develop a strong Distributor Network within segment market
 - Customer/Partner competence development
 - Customer and Distributor Sales Team application and project support
 - Customer visits, face time.
 - Strong data base one of the tools
 - Develop and update product with segment market.
Sales Focus / Sales Excellence
 - Product and application knowledge within Segment Water and Wastewater
 - Project management
 - Key account management
 - Identification & Initiation & Negotiation of large projects
 - Offer/Quotation, project documentation and follow up together with ASE as well as
- **Sales team distributors**
 - Face time target set up/monitoring
 - Product and segment sales forecast, product sales target
 - Focus on opportunities and search for new market opportunities
 - Support marketing campaigns & events
 - Train and develop capabilities of the sales team in distributor and partner's team
 - Develop application experts
 - Forecasting and Demand Planning (future) within market segment

Authorization:

- Negotiate price based on AVK sales and pricing policy

Qualifications / Required Skills:

- Education background and Work Experiences:
 - Min. Mechanical/Civil Engineering Degree
 - Min. 3 years previous experiences in sales and engineering in valves or pumps
- Skills and Knowledge:
 - Excellent understanding of current market situation
 - Good knowledge of valves or pumps products and applications
 - Good communication skill in English
 - Good presentation skill
 - Negotiation skill
 - Confident.