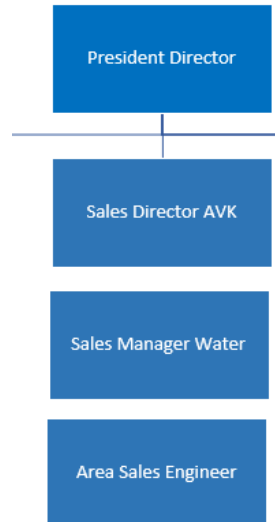




Job Profile_Area Sales Engineer Water

Job Family:	Sales	
Job Cluster:	Sales Water Segment	
Job Role:	Area Sales Engineer Water	
Grade:		Date: 21-11-2024

Organization Chart:



Purpose of Job:

- To ensure develop business segment coverage thru a strong distributor network. Strong business development together with segment management in HQ and RHQ office. Responsible for sales of the segment market Water and Wastewater for **greater Jakarta and West Java area**.
- To increase the AVK penetration western part of Indonesia, mainly Sumatera Island.

Key Activities:

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.
- Be a strong partner for Public municipal water companies (PDAM) by building strong relationship and provide excellent support to optimize the water production and distribution.
- Routine visit to distributors and together with them to have scheduled join visit to end users (face time and pipelines management).
- Develop Customer/Partner competence through trainings, seminars or other events.
- Identification & Initiation & Negotiation of large projects
- Product and segment sales forecast (Demand plan)
- Focus on opportunities and search for new market opportunities.
- Support marketing campaigns & events
- Negotiate price based on AVK sales and pricing policy

Critical knowledge and experience:

- Min. 1-2 years previous experiences in sales and engineering in valves or related mechanical products.
- Excellent understanding of current market situation
- Good communication skill in English
- Good presentation skill
- Negotiation skill

Collaboration Partner:

- SCM, Finance, Customer Care, Dealers

Preferred Education:

- Min. Mechanical/electrical Engineering Degree



Job Profile_Area Sales Engineer Water

Competencies and Behavior:

- 1.1. Deciding & Initiating Action
- 2.1. Working with people
- 2.2. Adhering to Principles and Values
- 3.1. Relating and networking
- 3.2. Persuading and Influencing
- 3.3. Presenting and communicating information
- 4.3. Analyzing
- 6.2. Delivering results and meeting customer expectations
- 7.2. Coping with pressures and setbacks