

## **Executive, Technical Sales (Bioprocess)**

### **Job summary**

Response for target GMI sale revenue per year with the assigned area and product response.  
Focus market to Food and Petro-chemistry in the production process.

### **General Responsibilities**

- Response Sale target in terms of GMI
- Comply with all KPI settings from management.
- Explore solutions of products for customer
- Coverage by visiting customer
- Using sales force to monitor activity and pipeline
- Prepare report of quotation monthly
- Maximize GMI for the company

### **Functional skills and knowledge**

- Written and verbal communication skills
- Capacity to manage high-stress situations
- Integrity and ownership skill
- Big-picture thinking and vision
- Time management
- Good computer skill and report especially ppt and excel program

### **Education**

- Bachelor degree or higher in engineer (mechanical, mechatronic, industrial , machinery)

### **Work experience**

- At least 0-5 years of relevant experience in selling skill
- Experience in dealing with government and private customer.
- Having own vehicle preferred