



SALES REPRESENTATIVE LOCATION: BANDUNG, INDONESIA



YOUR RESPONSIBILITIES:

- Promote and sell the products to reach the agreed upon target product quantity and value (NES)
- Prepare and perform according to sales plan by executing required activities
- Organizing Sales visits and presentation to customers to find out new opportunities.
- Based on skills, experience and team work, propose the appropriate solution to cater customers needs to fulfil their enquiry.

- Identifying and establishing new potential business opportunities.
- Preparing proposals and quotations for customers.
- Handling complaints and technical problems/question from customers. This includes to take care of the required documents: COA, MSDS, certification requests, etc.
- Collaborate with Sales Support, Supply planner, logistic, transport and Finance team to solve whatever challenge affects the business.

YOUR QUALIFICATIONS:

- Minimum D3 in Textile Education, Chemistry / Chemical or equivalent
- At least 3 years in Textile industries or 3 years as Chemical sales in textile industries
- General sales Skills
- Commercial awareness

- Ability to negotiate
- Teamwork
- Communication skills, including the ability to explain clearly, listen to the feedback of clients - and relay this to colleagues.
- Good communication skills, English (oral & written) or mandarin is preferred

HAVE WE SPARKED YOUR INTEREST ...?

We look forward to receiving your application – apply now.

Kindly send your application to:

prima.octaviani@pulcrachem.com

We look forward to hearing from you.

