

APE Sales Engineer/ PT - Atlas Copco K.K.?

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Company name

Atlas Copco K.K.

Job description

Purpose of this Job Develop the strategic vision of PT local sales into business plans considering the specific market conditions. Implementing these plans and constantly monitoring results while taking corrective actions as required.

Duties & Responsibility

A. Business development: 1.Work with the team to develop innovative marketing programs. 2.Review market analysis, Customer needs, total market potential, pricing, discounting practices, competitive product advantages, served market advantages and present market positioning to establish framework for growth strategy in Japan.

B. Sales Responsibility and Coverage:1.Review and evaluate quotations and lost order reports with the sales team to ensure that each quotes are given its best opportunity to be translated to orders.2.Monitor competitors' activities.3.Evaluate customer feedback and take corrective actions to resolve customer disputes with regards to sales engineer's activity.

C. People Management:1.Lead and motivate sales team ensuring individual professional growth of each member of the team so that they are equipped with the required competencies and attitude to deliver at their highest possible levels. 2.Conduct one-on-one review with the team to build more effective communications.

Qualifications [Experience/Education/Skill]: 1.Equivalent experience preferred with minimum 5 years sales.2.Work experience with construction segment or compressor company is prefer.3.Proven track record of delivering profitable sales results.4.Native level of Japanese speaker who is able to speak, read and write English.5.Excellent communication and interpersonal skills.6.Self-motivated and sense of urgency.7.Good overall planning and organizational skills.

If you are interested in this position, please send your CV to: hisako.watanabe@atlascopoco.com

Email

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