

Branch Manager - Jakarta

Sevana Distribution

BRANCH MANAGER - JAKARTA

Accountabilities:

Branch

manager is responsible for all functions and staffs within the branch office, including the role for managing the selling of our well known Principle's brands in all trade channels in Jabodetabek and West Java/Bandung areas. Maintain base volume and sell in new products through effective coverage programs, and execute sales plans while operating within the assigned budget. Responsible for setting goals and tracking/measuring sales and service resources as well as impacting customer decision making in an assigned territory. Increase market share by ensuring good itinerary planning by own sales team and sub distributors team in the territory, assist communication of special programs, ensuring cooperation with marketing team, presentation marketing/advertising programs and new products, collect competitive information, handle and resolve problems and complaints, ensure collection of receivables. Improving distribution line. Ensure channel pricing guidelines are complied with Company Pricing Policy. Continually learn new product knowledge, and acquire better management skills, delegates authority and responsibility with accountability and follow-up. Keep abreast of competition, products and markets within healthcare, diagnostic and pharmaceutical.

Qualifications:

Bachelor's

degree in a related field from reputable University with minimum GPA 2,85-12
years of sales distribution management experience in distribution
industry, preferably in healthcare, diagnostic and pharmaceutical by selling
through all trade channels. Possess
strong leadership skills. Good
in communication skills both written and verbal, with good organisational and
presentation skills. Strong
understanding of customer, market dynamics and requirements heightened
level of sensitivity toward customer satisfaction. Proven
leadership and ability to drive sales teams. Focus
on sales target achievements

Please

send your CV with CURRENT PHOTOGRAPH to: recruit@sevanadistribution.co.id

(Please write

name and the position on e-mail subject)