

National Sales & Distribution Manager

Sevana Distribution

NATIONAL SALES DISTRIBUTION MANAGER

Accountabilities:

The role is

responsible for managing the selling of our well known Principle's brand in all trade channels throughout Indonesian archipelago with Distribution Centres/Branch Offices and sub distributors.

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 2,8

8-20 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)