

## Area Sales Manager - Sumatera

*Sevana Distribution*

### AREA SALES MANAGER - SUMATERA

#### Accountabilities :

The role is responsible for managing the selling of our well known Principle's brand in all trade channels in Medan, Palembang, Pekanbaru, and Lampung 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 company and Sub-Distributor 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.

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 2,75.

4-6 years of

sales and management experience in distribution industry, preferably in healthcare, diagnostic and pharmaceutical category by selling through all trade channels.

Possess strong  
leadership skills.

Good in

communication skills both written and verbal, with good organisational and presentation skills.

Heightened level

of sensitivity toward customer satisfaction.

Focus on sales

target achievements.

Please

send your CV with CURRENT PHOTOGRAPH to:

[recruit@sevanadistribution.co.id](mailto:recruit@sevanadistribution.co.id)

(Please

write name and the position on e-mail subject)