

Key Account Manager

DAMCO

Key Account
Manager

(Jakarta
Raya)

Responsibilities:

Work with Global/Regional Strategic

Sales Team in preparing bidding, include approaching global customers in Indonesia. Look after major global customers and responsible in developing those customers

Prepare and agree on the SOP and

KPI with customers until it is signed by top management. Send regular report to customers as well as to Strategic Sales Team in Global/Regional level. Conduct regular business reviews with major customers by involving other related department.

Requirements:

Previous experience in freight

forwarding industry at least 5 years, preferably has Business Development experience that handle multinational customers Strong leadership, communication and negotiation skills. Excellent personality and well-attitude. Attention to details and good analytical skills. Excellent in both written and spoken English.

For those

who qualified with our minimum requirements, please send your application with latest CV/Resume, recent photograph to Ms. Sally at inahrdrec@maerks.com