

## Key Account Manager

*n/a*

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@maersk.com](mailto:INAHRDREC@maersk.com)