



EMPLOYEE REQUISITION
ER.2312.002

JOB TITLE (Title of employee will use on the job)

Sales Outdoor

Date	: 20/12/2023	Amount of People	: 1
Department	: TRD	Requestor	: ACHMAD FURQANI ARNOF
Project Reference:		Job Title	: MARKETING & TECHNICAL ASST. MANAGER
No			
Customer	:		

Budget	JUSTIFICATION (Optional-State Any Additional Facts in Support of Requisition)
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Budgeted Additional	To hire an enthusiastic and driven outside sales representative to generate leads and drive sales. The outside sales representative's responsibilities include submitting regular sales reports to management, informing potential and existing customers of product features and benefits, and resolving customer complaints. Outside Sales Representative should also be able to create as well as present persuasive sales proposals to customers to encourage sales and repeat business.
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KEY JOB DUTIES & RESPONSIBILITIES	REQUIREMENT & QUALIFICATION (Skill, Experience and Educational Background)
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<p>Job Duties & Responsibilities</p> <ul style="list-style-type: none"> • Building and sustaining long-lasting relationships with new and existing customers based within an assigned sales territory. • Traveling within an assigned sales territory to conduct face-to-face meetings with existing and potential customers. • Continually meeting or exceeding sales targets by selling company products to new and existing customers. • Developing and implementing an effective sales strategy to drive sales. • Maintaining an accurate record of all leads, customer accounts, and sales. • Collaborating with the marketing department to expand brand presence through the creation of suitable marketing materials. • Researching competitors' products and pricing as well as market conditions. • Keeping abreast of the latest industry developments by attending meetings, training workshops, and industry events. • Strategically negotiating with potential and existing customers to close sales. 	<ul style="list-style-type: none"> • Diploma or Bachelor • Proficiency in all Microsoft Office applications. • Knowledgeable in Rigging accessories products, load monitoring systems, etc with solid experience of minimum 3 years in the outbound sales activities relevant to the products, • Knowledgeable in Inspection and Certification Services in sector Oil and Gas, Mining, Construction and Marine Activities • Strong consultative sales skills. • Effective communication and negotiation skills • Energetic, presentable, proficient both oral and verbal English
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SIGNATURE APPROVAL

Department Manager : GRACIA NATANAEL SIMANJUNTAK	Human Resources : TAMI
Date : 22/12/2023 16:47:31	Date : 29/12/2023 09:17:31

Director : RONY	Commissioner : _____
Date : 29/12/2023 09:22:00	Date : _____