



In touch with customers. In touch with success.

Job Description: Sales Engineer for PT ifm electronic Indonesia

Job Purpose:

- Sales of ifm products and services in a selected area or group of ifm customers in Indonesia
- Increase market share, sales and active buying customer base
- Build-up and develop customer base in Indonesia
- Predominantly contact by email respective phone contact, Ms. Teams, social media such as LinkedIn; physically face-to-face visits only when needed

Qualification / Skills:

- 1 to 3 years of related sales experience
- Bachelor's / Diploma degree in electrical / industrial / electronic engineering, Mechatronics, or Physics / Instrumentation.
- Strong Industrial Automation experience is preferred
- Demonstrated ability to identify, qualify and close prospect accounts
- Good communication, presentation and sales skills using digital tools such as emails, instant messaging freeware, social media, to provide customers with the value-added support
- Good written communications skills in English & Bahasa to effectively interact with internal and external stakeholders
- Self-disciplined with a sense of urgency to be a collaborative business partner
- Ability to work with different departments to enhance a customer overall experience

Description / Responsibilities:

- Developing the target accounts (small and mid-size customers) by promoting ifm sensors, controls and solutions among machine builders and manufacturing plants
- Identify and qualify prospect accounts for potential opportunities
- Develop a thorough understanding of the customers' business model, needs, issue and machine/application requirements to determine the best fit for ifm solutions and overall ROI (Return on Investment)
- Present technical solutions to customers only after fully understanding a customer's business model with its challenges and needs
- Effectively communicate with customers using digital platform such as web conferences, LinkedIn and phone calls
- Work in a sales team environment to leverage expertise across the sales team
- Actively approaches new business and prospecting to develop future growth
- when needed

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Apply now - we look forward to seeing you!

ifm – close to you!