

Account Sales Manager, Indonesia

- **Air-Conditioning and Refrigeration's Compressor and Control System Sales Focus**
- **Based in Surabaya or Jakarta, Indonesia**

- **Competitive Annual Cash Compensation + Bonus + Benefits**

ERLMS Limited is a professional management consulting firm specialising in providing Organisational & Human Resource Management Consulting, IT System Development & Solution and Executive Search services to companies worldwide.

Our client, a global leader that focuses on climate control technologies that enable environment friendly, energy-efficient air-conditioning and refrigeration solutions for commercial and residential applications, is seeking a high calibre Senior Sales Engineer/Account Sales Manager to be based in Surabaya in Indonesia.

With its Asia Pacific Headquarters in Hong Kong, the company has sales/marketing and technical offices in over 8 countries in the Asia Pacific Region, a R&D Centre in Suzhou China and manufacturing locations in China, Thailand and India.

KEY DUTIES AND RESPONSIBILITIES

Reporting to the Country Sales Manager in Indonesia and the Director of Sales in Hong Kong, your primary duties and responsibilities include:

- Responsible for the company's compressor and controls sales in the designated regions in Indonesia
- Develop and manage strong and effective relationships with channel partners and key end users
- Execute key growth programmes with measurable results for the designated regions in Indonesia
- Conduct training to customers
- Identify, understand and solve commercial and technical issues for customers, as and when required
- Assist management in market analysis and business planning activities
- Work with engineers to troubleshoot and provide solutions to customers regarding Air Conditioning and Refrigeration systems
- Overall responsibilities of all sales activities and sales target of designated regions in Indonesia

KEY SKILL AND ATTRIBUTE REQUIREMENTS

- University Degree in Mechanical Engineering
- Minimum 5 years in technical sales and/or marketing, preferably in the commercial air conditioning and refrigeration industry from within major reputable OEMs, wholesalers or contractors
- Strong knowledge about design of commercial air conditioning and refrigeration systems
- Good value selling and customer relationship management skills
- Excellent English communication and Bahasa Indonesia skills; both speaking and writing skills
- Pro-active and able to take initiatives and drive for results
- Able to travel frequently within Indonesia

This is an excellent opportunity to be part of a growing multi-national organisation with significant presence in the Asia Pacific region. Competitive remuneration package commensurate with qualifications and relevant experience will be offered to the successful candidate.

Qualified Sales Professionals in relevant industry originally from Surabaya or from other parts of Indonesia who are willing to move back or relocate on a permanent or temporary (extended stay in Surabaya at a time) basis to Surabaya are welcome to apply.

The Hiring Company would like to have someone on board as soon as possible. Interested candidates please send in your application immediately and please indicate the position title of the position you are applying for in your email.

To apply, please email your detailed resume (in English) to ERLMS Limited on jane.foong@erlms.com. Please also indicate in the resume your annual current and expected salary packages (a MUST).

ERLMS Limited

Management Consulting & Services

All information collected is solely for recruitment purpose and will be treated in the strictest confidence.