

Job description



Job title: *Account Manager*

Responsibilities:

- Identify and proactively respond to new customer development questions and needs.
- Identify the new prospects of potential to grow business together with Tetra Pak, and build constructive business relation.
- Chose and promote constructive Tetra Pak products, equipment, and service to, and build business with potential new prospects.
- Leading and responsible for new sales defining, designing, sales negotiation, contract preparation, and account receivable management.
- Responsible for sales revenue.

Requirements:

- University graduate; major in engineering, sales & marketing, dairy, or packaging and printing background will be preferred;
- At least 3 years sales experience of mechanical equipment, sales experience of food processing or packaging equipment is a plus
- At least 3 years working experience in Key Account fields in MNC, FMCG, or B to B industry background is highly preferred
- Effective communication and interpersonal skills, strong in client management.
- Good analytical skills and strong business sense
- Personal drive, assertive, and good leadership potential
- Fluent spoken and written English