



# WE ARE HIRING

## SALES EXECUTIVE

### JOB RESPONSIBILITIES:

- Responsible for the offline sales KPIs, including but not limited to revenue, profit, new customer acquisition and brand awareness.
- Responsible to negotiate for all the commercial terms and conditions for the offline/traditional/key accounts/distributorship/sales partners for the Indonesia market.
- Responsible to develop new key accounts, chain baby stores, premium grocery stores, pharmacies, etc to achieve growth.
- Manage the downstream distribution and merchandising activities to ensure product visibility and branding are correctly represented at all times.
- Identify market shifts in local and emerging markets while being fully aware of new products and competition status.
- Accountable for high customer service level, consignment inventory control and timely sales collection.
- Identify opportunities for EXPO to accelerate new customer acquisition.

### JOB REQUIREMENTS:

- Candidates must be a local/citizen of Indonesia, and are currently residing in Indonesia
- Candidates must possess at least a Degree or higher in Sales or equivalent qualifications.
- At least 2 years of working experience in managing sales for baby products for offline customers.
- Good understanding of the business requirements in Indonesia, i.e. local government regulations.
- Proficient in English and in the Indonesian language (read, write and spoken).

Kindly send your CV to [jasvinder@sedaniainnovator.com](mailto:jasvinder@sedaniainnovator.com)