



<b>Job title</b>	Sales Manager (Delivery Startup)
<b>Reports to</b>	Management
<b>Location</b>	Jakarta, Indonesia

#### Company Description

One of the fastest growing logistics startup in Southeast Asia, striving to solve the last mile delivery problem via a multitude of strategic tie-ups and a cutting edge technology stack. They are a vibrant young team, bustling with ideas and innovation, and looking for a motivated individual to support their expansion in regional markets (Indonesia).

#### Job Purpose

Designing and executing sales strategies for the company's expansion into Indonesia to produce double digit m-o-m sales growth and managing corporate accounts.

#### Duties and Responsibilities

- This includes mapping and prospecting clients in e-commerce as well as other sectors requiring NV's logistics services
- Preparing sales material and presentations to help with new client acquisition
- Onboarding and successful conversion of prospects
- Reporting of sales metrics for internal purposes
- Managing and monitoring of day-to-day relationships and communications with key clientele
- Working in tandem with our partners to find and implement innovative solutions for them
- Closely work with management to assist in market assessment efforts and provide onthe-ground insights

#### Candidate Profile

- University education is preferred
- Bahasa Indonesia fluency is required
- Personable and a good communicator
- Self-starter with good initiative, and persistence to see us through this challenge
- Proficiency in Microsoft Word, Excel, PowerPoint

<b>Approved by:</b>	JB Hired (on behalf of CEO)
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