

Ottobock is the the world's leading prostheses industry from Germany. We have an Official Branch in Indonesia , located in Taman Tekno, Serpong. Now recruiting talented candidates who is interested in Sales and Marketing.

Details as below:

Job title : **Sales Representative**

Funcional area : Sales and Marketing

Superordinate position : Business Development Manager

Position role : To promote sales of products and services to customers

Qualification profile

Knowledge and Experience:

- Prosthetist/Orthotist graduates
- Interested in sales and marketing roles
- Good English

Personality and Behavior:

- Good communication skills
- Solution orientated thinking and acting
- Team player with own initiative
- Cooperation skills
- Flexibility
- Willing to travel
- Ability to plan and work independently
- Organisational skills

Key tasks :

- Service existing accounts, obtain orders, and establish new accounts
- Plan and organize daily work schedule to call on existing or potential customers
- Carry out sales presentations to existing or potential customers
- Create appropriate solutions for customers to solicit sales
- Create accurate quotations for customers within deadlines

- Submit orders promptly and communicate customer requirements to appropriate team members
- To work with other departments to ensure that prosthesis are promptly delivered and paid
- To ensure that all relevant sales documents are accurately filled and filed
- To maintain patient confidentiality and adherence with the Data Protection Act by ensuring patient information is kept secure at all times
- To liaise with the Technicians and provide clear, concise instructions, directly highlighting with the Technician any non-standard requests to assist in the manufacture of devices
- Submit sales activity reports and results reports timely and accurately
- Actively participate in giving feedback to management with regards to product, customer feedback and sales processes
- Gather market information and monitor competition behavior
- To lead in identifying areas which require auditing and work with other members of the team to ensure that the requirements of evidence-based practice and other clinical governance issues are being met
- To adhere to working practices which meet both the standards promoted by the Company and the requirements of the contract
- Resolves customer complaints by investigating problems; developing solutions; preparing reports; making recommendations to management
- To participate and provide evidence of commitment to continual professional development
- To identify independently or during annual appraisal reviews any personal training needs, and advise the Supervisor accordingly to ensure continuing both personal and professional development
- To carry out any other duties reasonably

Should you meet the requirement. Please don't hesitate to send your CV to Ahmad.Risaldi@ottobock.com, copy to DavidAndreas.Teguh@ottobock.com, Daryl.Lim@ottobock.com This invitation valid until 7 March 2020

Previous candidate that already interviewed also may apply again

Welcome to have great experience with Ottobock!