

## **Industrial & Marine Fuels Marketing Management & Organization**

---

A division of the Directorate of Marketing and Trading, the Industrial and Marine Fuels Business Unit is founded in order to facilitate Pertamina in competing in the marketing of industrial and marine fuels in Indonesia. Ensuring the achievement of vision, mission, and objectives into reality, the Industrial and Marine Fuels Business Unit as one of the Strategic Business Units (SBUs) of the Directorate of Marketing and Trade, is lead by Vice President. The VP of Industrial and Marine Fuels Marketing is supported by managers in the headquarters, which are :

1. Industrial Key Account Manager.
2. Marine Key Account Manager.
3. Industrial and Marine Marketing Manager.
4. Marketing Support Manager.

To provide a world class services to our valued customers, the Business Unit divides its operation into 4 Marketing Regions consisting of 11 Sales Area.

Each Marketing Region is headed by a Regional Marketing Manager, while each Sales Area is lead by a Sales Area Manager supported by professional Sales Representatives and Sales Engineers. They are responsible for handling customer complaints.