

- b. Agar jejaring dalam hal ini distributor semakin berkualitas, dapat dibuatkan program pembangunan dan revitalisasi *own channel* sehingga tempat distributor menjadi semakin nyaman dan produk pelumas yang ditawarkan semakin lengkap.
- c. Selain dorongan kepada jejaring Pelumas Pertamina, pengembangan kualitas *human capital* tenaga *Sales Engineer* Pelumas Pertamina dengan penambahan program pelatihan, *sales support* program, agar *Sales Engineer* semakin berkualitas.

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