



JAC Recruitment

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Indonesia

PR/122845 | B2B Sales Manager

Job Information

Recruiter[JAC Recruitment Indonesia](#)**Job ID**

1538094

Industry

Restaurant, Food Service

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

May 1st, 2025 20:10

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Responsibilities:

- Find new customers and explore new markets to grow the business in Indonesia.
- Develop new customers, products, and markets to increase sales and profit.
- Gather market intelligence on trends, competitors, and new products.
- Support customer service by ensuring timely delivery of goods and on-time payments.
- Provide insights to marketing and product teams about new products and competitors.
- Prepare accurate and timely reports on sales activities.
- Focus on target industries: Industrial Bakery, Confectionery, Ice Cream, and Dairy.

- Travel up to 60% for business purposes.

Requirements:

- Bachelor's degree in science, preferably in Food Technology.
- 5-8 years of experience in B2B ingredient sales.
- Strong communication skills to work with internal teams (R&D, Finance, Supply Chain) and external partners.
- Good knowledge of the Indonesian food industry and market trends.
- Experience in B2B sales for the food industry, especially in confectionery, ice cream, and biscuits.
- Proficient in English (written and spoken).
- Ability to communicate in Mandarin (written and spoken).
- Skilled in Google-based tools, MS Office (Excel, PowerPoint, Word).
- Proactive, self-motivated, and responsible.
- Adaptable to changes and able to handle dynamic work situations.
- Strong teamwork and project management skills.

Company Description