



JAC Recruitment

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Indonesia

PR/122864 | Sales Retail Manager

Job Information

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

1538107

Industry

Civil Engineering and Construction

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

Key Responsibilities:

- Develop and implement strategic plans to expand retail distribution network throughout Indonesia.
- Identify, recruit, and manage new and existing distributors, ensuring alignment with sales targets and brand standards.
- Build and maintain strong relationships with architects, contractors, and key industry stakeholders.
- Conduct market analysis to identify growth opportunities and competitive threats.
- Develop and deliver sales training and support programs for distributors.
- Monitor and analyze sales performance, providing regular reports and insights to senior management.
- Manage and optimize sales budgets and resources.
- Represent Lixil Aluminium Indonesia at industry events and exhibitions.
- Ensure effective communication and collaboration across internal departments.

Qualifications:

- Bachelor's degree in Business Administration, Marketing, or a related field.
- Minimum of 5 years of experience in sales management within the high-end building materials or related industry.

- Extensive network of connections with architects, contractors, and relevant distributors across Indonesia.
- Proven track record of successfully developing and managing distribution networks.
- Strong understanding of the Indonesian market and distribution channels.
- Excellent communication, negotiation, and presentation skills.
- Fluency in English (both written and spoken) is mandatory.
- Strong leadership and team management skills.
- Ability to travel extensively throughout Indonesia.

Company Description