



## PR/122934 | Sales Leader (Kalimantan Area)

### Job Information

**Recruiter**

JAC Recruitment Indonesia

**Job ID**

1538145

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

Indonesia

**Salary**

Negotiable, based on experience

**Refreshed**

May 1st, 2025 20:11

### 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

#### Requirements:

- Min. S1 from any major (preferably from reputable university) GPA min. 2.75
- Min. 4 years' experience in direct selling (Salesman)
- Having experience in leading team
- Preferably from leasing, industrial, automotive, forestry, agriculture, mining, heavy equipment (only with proven achievements) or related industry
- Willing to be placed across Indonesia

#### Job Descriptions:

- Accountable for monitoring Sales performance to ensure PS targets for Sales and cost at the Branch are met.
- Accountable for managing relationship with Customers and resolve commercial issues collectively with Branch Head
- Accountable for ensuring Sales Reps follow Sales policies and processes (including evaluating quality of report such as visit reports, MEP data, demand forecast as well as accuracy of Sales document, e.g., quotation, purchase order, invoice) based on guidance from Area PS Sales Compliance Manager.
- Accountable for ensuring the development of subordinate's competencies and career progression.
- Responsible for providing inputs to Branch Managers on PS Sales budgeting in accordance to annual account planning output.
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- Responsible for identifying target accounts and assign Customer coverage to Sales Reps.
- Responsible for reviewing Sales Reps activity plan, Customer visit plans and visit reports.
- Responsible for reviewing price (including discount given), terms and conditions of the offers to Customers.
- Responsible for reviewing Parts forecast submitted by Sales Reps.
- Responsible for consolidating information and provide feedback to HO on changes in committed demand forecast (e.g., cancellation, delay), major fleet movement and Customers maintenance plan.
- Responsible for evaluating Sales Reps performance and provide the required guidance/ coaching to help them achieve their Sales targets.

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## Company Description