



JAC Recruitment

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Indonesia

PR/122953 | Sales Activation Specialist

Job Information

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

1538578

Industry

Retail

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Refreshed

May 6th, 2025 10:43

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

HIRING: Sales Activation Specialist (Retail)

This role will be key to launching a leading Japanese IT accessories brand in Indonesia. Responsibilities include developing and activating sales channels, implementing sales strategies, and expanding product ranges with distributors and dealers. This role requires strong collaboration with local partners to build relationships, execute promotions, and drive sales success. Kindly take a look the details below.

Job Descriptions:

- Creating and bridging product proposals and negotiations with distributors and dealers.
- Creating and executing sales promotion plans.
- Managing the presentation of promotional materials and product samples.
- Overseeing PSI (Purchase, Sales, and Inventory) for designated sales channels.

- Generating sales and activity reports, report to Indonesian and overseas HQ in English.

Requirements:

- Graduated from any major.
- Min. 2 years' experience as Sales Activation, Brand Activation, or Merchandiser.
- Good at presentations and negotiations skills.
- Previously handle sales/brand activation in IT/electronic accessories retail products is preferable.
- Advanced communication in English.

Kindly apply if you feel suitable for this position and share to anyone you know might fit the requirements above!

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Company Description