



JAC Recruitment

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Indonesia

## PR/122447 | Sales Manager

### Job Information

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

1541623

**Industry**

Other (Trade)

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

Negotiable, based on experience

**Refreshed**

May 20th, 2025 13:14

### 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**

- **Sales Strategy Development**: Formulate and implement sales strategies to meet company sales targets and expand the customer base.
- **Client Acquisition**: Identify and approach potential clients, negotiate and secure contracts, and manage relationships with key accounts in the packaging sector.
- **Market Research**: Conduct market research to stay updated on industry trends, competitor activities, and customer needs.
- **Customer Relationship Management (CRM)**: Use CRM tools to manage and monitor client interactions, pipeline management, and sales performance.
- **Sales Reporting**: Prepare and present sales performance reports to senior management, including forecasting and market insights.
- **Sales Negotiation**: Lead high-level negotiations with clients, ensuring contracts are beneficial for both the company and the customer.
- **Customer Support**: Handle escalated customer service issues to ensure client satisfaction and retention.

**Qualifications & Skills**

- Bachelor's degree in Business, Marketing, or related field.
- 10+ years of experience in sales, preferably in the packaging industry or a similar sector.
- Strong leadership and team management abilities.

- Proven track record of meeting or exceeding sales targets.
- Excellent negotiation, communication, and interpersonal skills.
- In-depth knowledge of the packaging industry and market dynamics.
- Ability to travel as needed to meet with clients or attend industry events.

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## Company Description