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Indonesia

PR/122657 | Business Development Sales Engineer

Job Information

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

1541638

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Indonesia

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

The Business Development Sales Engineer is responsible for identifying and developing business opportunities to generate revenue, strengthen customer relationships, and increase market share. This role requires close collaboration with internal teams (sales, marketing, engineering) and external stakeholders (customers, suppliers) to develop and execute strategies that meet the company's business objectives.

Key Responsibilities:

- Identify and analyze new business opportunities: Develop strategies to pursue these opportunities.
- Market research and analysis: Conduct research to identify potential customer bases and market trends.
- Customer relationship management: Develop and manage relationships with potential customers and key stakeholders.
- Technical support: Provide technical support and product knowledge to clients.
- Presentations: Prepare and deliver presentations to customers and stakeholders.

- Feedback evaluation: Evaluate customer feedback and research to develop new products and services.
- Industry monitoring: Monitor industry trends and competitive landscape to stay informed of market conditions.
- Pricing strategies: Develop and implement pricing strategies.

Required Skills and Qualifications:

- Technical expertise: Strong understanding of engineering principles and industry standards.
- Business acumen: Ability to analyze market trends and develop business strategies.
- Communication skills: Excellent verbal and written communication skills.
- Relationship building: Ability to build and maintain strong relationships with clients and stakeholders.
- Problem-solving: Strong analytical and problem-solving skills.
- Project management: Ability to manage multiple projects and deadlines.
- Education: Bachelor's degree in engineering, business, or a related field.

Desired Experience:

- Experience in business development, sales, or a related field.
- Proven track record of identifying and securing new business opportunities.
- Experience in providing technical support and product knowledge to clients.
- Bachelor's degree from engineer major

Company Description