



JAC Recruitment

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Indonesia

PR/122860 | Sales Supervisor

Job Information

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

1541703

Industry

Automobile and Parts

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

May 20th, 2025 13:16

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

Job Description

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- Lead, mentor, and motivate a team of sales representatives to achieve and exceed sales targets within a designated territory.
- Develop and implement effective sales strategies and tactics to maximize sales opportunities and market penetration.
- Monitor sales performance, analyze market trends, and identify areas for improvement.
- Provide ongoing coaching, training, and support to the sales team to enhance their product knowledge, sales skills, and customer service abilities.
- Build and maintain strong relationships with key dealers and customers.
- Ensure compliance with company policies and procedures.
- Prepare and present sales reports, forecasts, and analysis to management.
- Collaborate effectively with other departments, including marketing, production, and customer service, to ensure seamless customer experience.
- Stay up-to-date on industry developments, competitor activities, and product updates.

Requirements

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- Bachelor's degree in Business Administration, Marketing, or a related field.
- Proven experience (typically 3-5 years) in a sales role within the automotive industry, with demonstrated success in achieving sales targets.
- Previous experience in a supervisory or team leadership role is highly preferred.
- Strong understanding of the automotive market, including vehicle features, pricing, and competitive landscape.
- Excellent communication, interpersonal, and negotiation skills.
- Exceptional leadership, coaching, and mentoring abilities.
- Strong analytical and problem-solving skills with the ability to interpret sales data and market trends.

Company Description