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Indonesia

PR/122955 | Sales Assistant Manager (Chemical)

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1541752

Industry

Chemical, Raw Materials

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

May 20th, 2025 13:17

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

Our client, a chemical trading company, is looking for a candidate with details as follows:

Job Description:

As a Sales Assistant Manager, you will be responsible for developing and expanding our customer base within the Indonesian market. You will play a key role in promoting our raw chemical products and building strong relationships with clients in industries such as food, plastics, flexible packaging, and other relevant sectors. Your responsibilities will include:

- Developing and implementing sales strategies to achieve sales targets and maximize profitability.
- Identifying and pursuing new business opportunities, as well as managing and growing existing accounts.
- Conducting market research and analysis to identify customer needs and market trends.
- Providing technical support and product information to customers.
- Negotiating contracts and pricing agreements.
- Collaborating with internal teams, such as marketing and logistics, to ensure customer satisfaction and efficient order fulfillment.
- Preparing sales reports and forecasts for management review.
- Representing the company at industry events and trade shows.
- Managing sales budgets and controlling expenses.

Requirements:

- Bachelor's degree in Chemistry, Chemical Engineering, Business Administration, or a related field.
- Minimum of 3-5 years of experience in a sales role within the chemical industry, with a proven track record of success.
- Strong knowledge of raw chemical products and their applications in various industries (food, plastics, flexible packaging, etc.).
- Excellent communication, negotiation, and interpersonal skills.
- Ability to build and maintain strong relationships with customers at all levels.
- Self-motivated, results-oriented, and able to work independently as well as part of a team.
- Strong analytical and problem-solving skills.
- Proficiency in Microsoft Office Suite (Word, Excel, PowerPoint).
- Fluency in English and Bahasa Indonesia is essential.
- Willingness to travel within Indonesia as required.
- Familiarity with sales reporting tools and CRM systems is a plus.
- Prior experience in a trading company is preferred.

Company Description