



JAC Recruitment

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Indonesia

PR/122990 | National Sales Manager (English Speaker)

Job Information

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

1542472

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

June 24th, 2025 07:00

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

Location: BSD, Tangerang

Industry: Racking Manufacturing (Supplier of Racking Systems for the Retail & FMCG Sector)

As National Sales Manager you will become the right hand of the Director. You will take lead to charge in expanding markets, increasing revenue, building a high-performing team, and representing the company at international exhibitions so fluency in English is a must.

Qualifications:

1. Experience working in a global or multinational company.
2. Minimum 10 years of proven experience in B2B sales within retail and FMCG sectors.
3. Strong track record in advising and working directly with a director or C-level.
4. Demonstrated expertise in P&L management – from budgeting to profitability analysis.
5. Fluency in English (MUST).
6. Hold a bachelor's or master's degree in the field of business management, operations, or a related field.

Responsibilities:

1. Sales Growth

Achieve sales targets and grow revenue across all product lines, areas, and sales channels.

2. Profit Management

Keep a good profit margin by choosing the right product mix and using promotion budgets wisely.

3. P&L Responsibility

Take full ownership of national P&L, ensuring strong financial performance and sustainable growth.

4. Route-to-Market

Find new business opportunities through better area management and account planning.

5. Team Development

Build a strong team by encouraging learning, supporting career growth, and preparing future leaders.

Think you tick all the boxes? Great!

After applying, send me a DM on my LinkedIn (Milysa Tjandra) briefly explaining why you're the best fit for this role.

Your next big career move starts here!

#LI-JACID

Company Description