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JAC Recruitment Indonesia

## PR/122679 | Sales Engineer

### Job Information

**Recruiter**

JAC Recruitment Indonesia

**Job ID**

1549598

**Industry**

Railway, Airline, Other Transport

**Job Type**

Permanent Full-time

**Location**

Indonesia

**Salary**

Negotiable, based on experience

**Refreshed**

February 4th, 2026 03:00

### General Requirements

**Career Level**

Mid Career

**Minimum English Level**

None

**Minimum Japanese Level**

None

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

**Job Summary:**

The Sales Engineer will be responsible for driving sales and providing technical support for marine equipment and spare parts. This role involves identifying customer needs, offering tailored solutions, and ensuring a high level of customer satisfaction through excellent service.

**Responsibilities:**

- Develop and execute sales strategies to achieve revenue targets for marine equipment and spare parts.
- Identify and engage with potential clients in the maritime industry.
- Provide technical expertise and support to customers, helping them select the right equipment and parts for their needs.
- Prepare and deliver compelling sales presentations and proposals to clients.
- Build and maintain strong relationships with customers, ensuring ongoing satisfaction and repeat business.
- Monitor market trends and competitor activities to identify new business opportunities.
- Collaborate with internal teams to ensure timely delivery and fulfillment of customer orders.
- Conduct regular follow-ups with customers to gather feedback and address any issues or concerns.

**Requirements:**

- Bachelor's degree in any Engineering major
- Proven experience in a sales role within the marine equipment and spare parts industry.
- Excellent communication, negotiation, and presentation skills.
- Ability to work independently and as part of a team.
- Proficiency in MS Office (Excel, PowerPoint) and CRM software.

- Strong problem-solving and analytical skills.
- Willingness to travel and attend industry events and trade shows as needed.

**Notice:** By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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## Company Description