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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

December 24th, 2025 07:00

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