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Indonesia

PR/122864 | Sales Retail Manager

Job Information

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

1549632

Industry

Civil Engineering and Construction

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

July 8th, 2025 17:21

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

Key Responsibilities:

- Develop and implement strategic plans to expand retail distribution network throughout Indonesia.
- Identify, recruit, and manage new and existing distributors, ensuring alignment with sales targets and brand standards.
- Build and maintain strong relationships with architects, contractors, and key industry stakeholders.
- Conduct market analysis to identify growth opportunities and competitive threats.
- Develop and deliver sales training and support programs for distributors.
- Monitor and analyze sales performance, providing regular reports and insights to senior management.
- Manage and optimize sales budgets and resources.
- Represent Lixil Aluminium Indonesia at industry events and exhibitions.
- Ensure effective communication and collaboration across internal departments.

Qualifications:

- Bachelor's degree in Business Administration, Marketing, or a related field.
- Minimum of 5 years of experience in sales management within the high-end building materials or related industry.

- Extensive network of connections with architects, contractors, and relevant distributors across Indonesia.
- Proven track record of successfully developing and managing distribution networks.
- Strong understanding of the Indonesian market and distribution channels.
- Excellent communication, negotiation, and presentation skills.
- Fluency in English (both written and spoken) is mandatory.
- Strong leadership and team management skills.
- Ability to travel extensively throughout Indonesia.

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