



JAC Recruitment

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Indonesia

## PR/123002 | Wholesale Manager

## Job Information

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

1549671

**Industry**

Retail

**Job Type**

Permanent Full-time

**Location**

Indonesia

**Salary**

Negotiable, based on experience

**Refreshed**

July 8th, 2025 17:22

## 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

**Job Qualification:**

- Minimum of 10 years of experience in wholesale and retail sales of household goods.
- Proven track record of developing new wholesale and retail buyers.
- Experience in a nationwide wholesale and retail network in Indonesia.
- Excellent communication and negotiation skills.
- Proficiency in MS Office (Word, Excel, and PowerPoint).
- Bachelor's degree in Business, Marketing, or a related field (preferred).
- Specialization in wholesale, distributor sales, or equivalent (advantageous).

- Experience in handling export and import processes.
- Knowledge and experience in the home shopping business.
- Strong analytical and problem-solving abilities.
- Fluent in English (both spoken and written).
- Highly organized and detail-oriented.
- Strong interpersonal and leadership skills.
- Fluency in Korean (listening, speaking, reading, and writing) is a plus.

#### Job Description:

- Identifying and contacting potential business partners, vendors, and suppliers.
- Seeking and managing bulk orders and purchases.
- Establishing new and existing long-term business relationships.
- Negotiating contract terms and conditions with business partners and vendors.
- Developing and achieving sales objectives.
- Reviewing sales figures and performances.
- Analyzing and developing strategies to maximize sales.
- Organizing and maintaining inventory.
- Ensuring all shipments are received and dispatched on time.
- Reviewing sales KPIs and preparing sales reports.
- Anticipating demand and acquiring new materials.
- Maintaining a record of all accounts payable and receivable.

**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