



PR/123014 | Sales Representative

Job Information

Recruiter
[JAC Recruitment Indonesia](#)
Job ID

1549679

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

July 22nd, 2025 03:00

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

Responsibilities:

- Responsible for receiving leads internally or externally and collect required amount of data regarding the lead.
- Responsible for reviewing leads and conduct assessment for lead qualification based on customer data.
- Responsible for conducting detailed opportunity assessment and prioritize the opportunities based on predefined criteria; along with superior manager decide when an opportunity needs to be pursued.
- Responsible for interacting with the customer to define requirement and inform the same to the Application Engineering.
- Responsible for creating customer solution along with Application Engineering and propose the solution to the customer.
- Responsible for creating customer quote based on agreed solution, estimated delivery time and approved price.

- Responsible for negotiating with the customer to agree on final solution, price and terms and conditions of the transaction.
- Responsible for informing customer about down payment requirements and receive down payment, if needed.
- Responsible for creating plan for customer calls, get support from other resources if needed and schedule the calls.
- Responsible for determining call structure and approach, prepare discussion content and questions for need analysis.
- Responsible for ensuring that value proposition is conveyed effectively.

Requirements:

- Bachelor's Degree in Engineering
- Minimum of 3 years of experience in Heavy Machinery or Industrial Machinery Sales (MUST HAVE)
- Thorough understanding of and experience in Heavy Equipment Sales
- Require to have SIM A

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Company Description