



PR/123069 | Sales Project HVAC

Job Information

Recruiter
[JAC Recruitment Indonesia](#)
Job ID

1549703

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

August 19th, 2025 01:00

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

- Develop and implement sales strategies to achieve sales targets for commercial air conditioning project
- Identify and pursue new business opportunities, including identifying potential distributor, dealers AC specialist, engineering dealers, contractors HVAC, Architects, developer and end customers
- Monitor market trends, competitor activities, and customer needs to identify potential areas for business growth
- Support for negotiate and close sales contracts, including pricing, account receivable, terms and conditions, in line with company policies and procedures

Requirements

- Minimum S1 degree in any major
- Have experience in project sales HVAC for more than 2 years
- Fluent in English both spoken and written
- Excellence in data processing and presentation skill
- Excellence problem solving and innovation

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Company Description