



JAC Recruitment

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Indonesia

PR/123078 | Sales (Heavy Equipment)

Job Information

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

1549707

Industry

Civil Engineering and Construction

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

July 8th, 2025 17:23

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

OVERVIEW

We are seeking a highly driven and result-oriented Salesperson to join our client's team in the heavy equipment and construction equipment industry. The ideal candidate will have proven experience in selling equipment combined with strong knowledge of the construction market.

JOB RESPONSIBILITIES

- Identify and pursue new business opportunities in the heavy equipment, rental equipment, or construction market
- Conduct presentations, client meetings, and site visits to understand customer requirements
- Monitor ongoing and upcoming construction projects and proactively pitch product solutions
- Prepare and follow up quotations, proposals, and contract agreements

- Prepare sales reports

JOB REQUIREMENT

- Min. Diploma Degree in any major
- Having min. 3 years' experience in heavy equipment, rental equipment, or construction
- Has strong connection with distributors and awareness of ongoing construction projects
- Must be able to drive (motorcycle/car) and have personal transportation
- Language: fluent in English (verbal and written)

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