



PR/123131 | Marketing Staff

Job Information

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

1553275

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

July 29th, 2025 10:36

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 Descriptions:

- Convert leads into new clients by understanding their logistics needs, presenting tailored solutions, and closing deals for various services.
- Build and maintain strong, long-term relationships with existing clients, ensuring high levels of customer satisfaction and identifying opportunities for upselling or cross-selling.
- Prepare and deliver compelling sales presentations, proposals, and quotations to prospective and existing clients, clearly articulating the value proposition of the company's services.
- Negotiate service contracts, pricing, and terms with clients to ensure mutually beneficial agreements while adhering to company guidelines.
- Gather market information, analyze competitor activities, and identify industry trends to inform sales strategies and identify new business opportunities.

- Prepare regular sales reports, forecasts, and activity updates for management, detailing progress against targets, pipeline status, and market insights.

Job Requirements:

- Strong sales and negotiation abilities.
- Excellent interpersonal and relationship-building skills.
- Goal-oriented with a proven track record of meeting or exceeding targets.
- Highly self-motivated, proactive, and results-driven.
- Good understanding of logistics and supply chain processes (or a strong willingness to learn rapidly).
- Proficiency in Microsoft Office Suite (Word, Excel, PowerPoint) and CRM software.
- Ability to work independently as well as part of a team.

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Company Description