



## PR/123160 | Sales Manager

### Job Information

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

1554836

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

Indonesia

**Salary**

Negotiable, based on experience

**Refreshed**

August 12th, 2025 10:48

### 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

**Key Responsibilities:**

- Develop and implement strategic sales plans to achieve company goals.
- Lead, train, and motivate the sales team to meet performance targets.
- Identify and pursue new business opportunities in construction, mining, agriculture, and industrial sectors.
- Build and maintain strong relationships with key clients and stakeholders.
- Monitor market trends, competitor activities, and customer needs.
- Collaborate with marketing, service, and product teams to ensure customer satisfaction.
- Prepare sales forecasts, budgets, and performance reports.
- Negotiate contracts and close deals with major clients.

- Ensure compliance with company policies and industry regulations.

**Job Requirements: Education & Experience:**

- Bachelor's degree in Business Administration, Engineering, or a related field.
- Minimum 5–7 years of experience in sales, preferably in heavy equipment or industrial machinery.
- Proven track record of meeting or exceeding sales targets.

**Skills & Competencies:**

- Strong leadership and team management skills.
- Excellent communication, negotiation, and interpersonal abilities.
- Deep understanding of heavy equipment products and industry applications.
- Analytical thinking and strategic planning capabilities.
- Proficiency in CRM software and Microsoft Office Suite.
- Ability to travel frequently and work under pressure.

**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.

Privacy Policy Link: <https://www.jac-recruitment.co.id/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.co.id/terms-of-use>

---

## Company Description