



PR/123188 | Sales Staff

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1555458

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

August 19th, 2025 10:41

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:

- **Sales & Business Development:**

- Achieve and exceed assigned sales targets and KPIs (Key Performance Indicators).
- Proactively identify and qualify new business opportunities and potential customers (e.g., food manufacturers, bakeries, beverage companies, etc.).
- Conduct market research to identify new trends, competitors, and potential areas for growth.
- Develop and implement effective sales strategies to penetrate new markets and expand the customer base.
- Prepare and deliver compelling sales presentations and product demonstrations to prospective clients.
- Build and maintain strong, long-term relationships with key decision-makers and stakeholders.

- Prepare and submit regular sales reports, forecasts, and activity plans.
- Manage sales contracts, quotations, and other related documentation.
- Coordinate with the logistics and finance teams to ensure smooth order processing and delivery.

Qualifications:

- Bachelor's degree in Food Science, Food Technology, Business, Marketing, or a related field.
- Minimum 2 years of experience in sales, preferably in the food ingredients or food and beverage industry.
- Proven track record of achieving sales targets.
- Strong knowledge of food ingredients, their functionalities, and applications.
- Excellent communication, negotiation, and interpersonal skills.
- Ability to work independently and as part of a team.
- Proficiency in Microsoft Office Suite and CRM software.
- Willingness to travel as needed to meet with clients and attend industry events.

Preferred Qualifications:

- Experience working with a trading or distribution company.
- Existing network of contacts within the food and beverage manufacturing industry.
- Familiarity with import/export procedures and documentation.
- Bilingual or multilingual skills, depending on the target market.

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Company Description