



PR/122734 | Sales Engineer

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1557706

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

October 21st, 2025 03:00

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

We are looking for a highly motivated, aggressive sales hunter to join our client team as a Sales Engineer based in Kuningan, Jakarta Selatan, Indonesia.

This role is ideal for someone who thrives in the field and spends most of their time on the road; the right candidate enjoys face-to-face selling, is energized by cold calls and walk-ins, and takes pride in developing new business across Jabodetabek territories

Key responsibilities:

- Spend most of working hours on the ground, meeting clients and prospects daily.
- Drive sales and marketing activities across Jabodetabek and designated territories.
- Promote client high-performance products to OEMs, end users, and distributors.

- Identify, pursue, and convert new business opportunities through cold calling, field visits, and product demonstrations.
- Build strong, long-term customer relationships by understanding client needs and proposing tailored solutions.
- Serve as the key technical advisor, providing application support and demonstrating equipment on-site.
- Prepare accurate quotations, manage pricing discussions, and support negotiations to close deals.
- Weekly reporting about sales activities, leads, and pipeline status in CRM.

Qualifications & skills:

- Minimum 3 years' experience in industrial equipment sales.
- Diploma/Degree in Engineering or related technical field.
- Independent, self-motivated, and driven to meet sales targets.
- Strong networking, cold calling, and appointment-setting skills.
- Proficient in MS Office, CRM and tools like Microsoft Teams.
- Own vehicle and valid driving license, frequent travel is required.
- Fluent in English

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Company Description