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JAC Recruitment Indonesia

## PR/123227 | Sales (Food Chemical)

### Job Information

**Recruiter**

JAC Recruitment Indonesia

**Job ID**

1557733

**Industry**

Other (Trade)

**Job Type**

Permanent Full-time

**Location**

Indonesia

**Salary**

Negotiable, based on experience

**Refreshed**

September 9th, 2025 10:15

### 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:**

- **Business Development**

- Actively identify, prospect, and acquire new customers within the food and beverage manufacturing sector.
- Maintain and grow relationships with existing clients to ensure customer satisfaction and loyalty.
- Achieve and exceed sales targets and key performance indicators (KPIs).
- Prepare and deliver compelling sales presentations, proposals, and product demonstrations.
- Negotiate pricing, terms, and contracts to close sales deals.

- **Market & Product Knowledge:**

- Stay up-to-date on market trends, industry regulations (e.g., FDA, EFSA), and competitor activities.
- Maintain a deep and comprehensive understanding of the chemical properties, applications, and benefits of all products in the portfolio.
- Provide technical support and product information to customers, addressing their specific needs and challenges.

- **Customer Relationship Management:**

- Serve as the primary point of contact for assigned clients, ensuring timely and effective communication.
- Address customer inquiries, complaints, and technical issues in a professional and timely manner.
- Collaborate with the logistics and technical support teams to ensure a smooth order-to-delivery process.
- Conduct regular follow-up meetings with customers to assess their needs and provide solutions.
- Administrative & Reporting:
  - Maintain accurate and detailed records of all sales activities, customer interactions, and sales pipelines in the CRM system.
  - Prepare regular sales reports, forecasts, and performance analyses for management review.
  - Attend sales meetings, industry conferences, and training sessions as required.

**Job Requirements:**

- Minimum of 3 years of experience in B2B sales, preferably in the food ingredients, chemicals, or related industries.
- Proven track record of meeting or exceeding sales targets.
- Excellent verbal and written communication skills.
- Strong negotiation and closing skills.
- Ability to build rapport and establish trust with clients.

**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**