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JAC Recruitment Indonesia

PR/122720 | Sales Engineer

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1558120

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

September 16th, 2025 10:26

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

Our client is a leading company in the field designing, manufacturing, and supplying pre-engineered steel building is looking for regional sales manager with requirement and responsibilities as below:

Requirements:

- Proven sales performance, and experience in business and sales in the infrastructure construction sector, with at least 3 years of experience. Candidates with experience in steel structures/pre-engineered steel buildings are a strong advantage.
- Proficient in English, Excellent communication, negotiation, persuasion, and sales-closing skills. Strong ability to influence others.
- Bachelor's degree or higher in one of the following fields: Construction, Mechanical Engineering, Construction Economics, other technical majors, International Trade, or Business Administration.
- Strong leadership and management skills.

- Capable of setting up a sales team and operations in Indonesia market.
- Decisive and sharp in handling work. High integrity, a strong sense of responsibility, and the courage to think, act, and take accountability for work.

Responsibilities:

- Manage and lead sales activities in rep office in Indonesia.
- Ensure sales KPIs as assigned by the company.
- Develop international markets; conduct business and export sales of steel structures in Indonesia market.
- Develop and oversee the export sales team and manage sales operations in Indonesia.
- Materialize quotations/contracts based on drawings or customer's requirements and negotiate contracts.
- Coordinate with partners and internal departments when implementing projects.

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