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JAC Recruitment Indonesia

PR/123086 | Country Sales Manager

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1558123

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

September 30th, 2025 08:00

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

Our client is seeking a commercially driven Country Manager to lead their operations in Indonesia. Our client is a prominent player in the display industry, known for exclusively marketing and selling Philips-branded LCD monitors and public signage displays worldwide. They are a subsidiary of a leading global monitor and TV manufacturer based in Hong Kong.

This Sales Country Manager position is a key role, where the candidate will be responsible for developing and executing the country-level business strategy for our client in Indonesia, ensuring alignment with regional and global objectives.

The Country Manager will lead cross-functional teams including sales, marketing, operations, and finance, and be instrumental in building strong relationships with key customers, government bodies, and strategic partners.

A crucial aspect of this role involves identifying new business opportunities to expand market presence and revenue,

overseeing P&L, budgeting, and forecasting to meet financial targets.

They are looking for a seasoned leader with a minimum of 8-10 years of leadership experience, with a strong track record of driving business growth and managing large teams in Indonesia is essential.

Key Responsibilities:

Develop and execute the country-level business strategy aligned with regional and global objectives.

Lead and inspire cross-functional teams including sales, marketing, operations and finance.

Build and maintain strong relationships with key customers, government bodies, and strategic partners.

Identify and pursue new business opportunities to expand market presence and revenue.

Oversee P&L, budgeting, forecasting, and ensure financial targets are met.

Ensure compliance with local laws, regulations, and corporate governance standards.

Represent the company in public forums, industry events, and media engagements.

Key Requirements:

Bachelor's degree in business, Management, or related field

Minimum 8-10 years of leadership experience, with at least 5 years in a country or general management role.

Strong track record of driving business growth and managing large teams in Indonesia.

Deep understanding of Indonesia's economic, regulatory, and cultural landscape.

Excellent leadership, communication, and stakeholder management skills.

Willingness to travel domestically and internationally as needed.

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