



JAC Recruitment

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JAC Recruitment Indonesia

PR/123275 | Sales Engineer (Robotics, Automation, Conveyor System)

Job Information

Recruiter

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Job ID

1559413

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

December 2nd, 2025 00:00

General Requirements

Career Level

Mid Career

Minimum English Level

None

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Key Responsibilities:

- Manage & develop relationships with distributors/agents and end customers (F&B, pharmaceutical, chemical, fertilizer, animal feed, FMCG)
- Understand customer needs and propose the right technical solutions (robot palletizers, conveyor systems, automation)
- Prepare quotations, technical presentations and lead negotiations through to project closure
- Coordinate with the technical and management teams to ensure project success
- Conduct regular customer and site visits to identify new business opportunities
- Engaging with vendors, agents & customers overseas in ASEAN region

Qualifications:

- Minimum Diploma 3 or bachelor's degree in any major

- Strong engineering knowledge (mechanical, electrical, mechatronics or anything related)
- Experienced in automation, robotics, conveyor systems and industrial equipment is preferred
- Have connection and network in F&B, pharmaceutical, chemical, fertilizer and animal feed industry is highly valued
- Have network or experience working with EPC contractors or other machine makers related to the industry above will be a very strong point
- Programming skills (PLC, C programming or automation software) is a plus
- Excellent communication skills, customer relations management, flexibility, technical presentation skills & strong negotiations ability is key in this role
- Willing to travel domestically a required
- Proficient in English language (speaking, reading, writing)

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