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JAC Recruitment Indonesia

## PR/123179 | Sales Engineer

### Job Information

**Recruiter**

JAC Recruitment Indonesia

**Job ID**

1559419

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

Indonesia

**Salary**

Negotiable, based on experience

**Refreshed**

October 7th, 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

**Qualifications:**

- Education: Bachelor's degree in Electrical Engineering, Telecommunications, Electronics, IT, or a related field.
- Experience: Minimum 2–3 years of experience in technical sales, preferably in telecommunications, electronics, or IT solutions.
- Strong technical knowledge of radio communication systems, radar, networking, and computer systems.
- Ability to understand customer requirements and propose appropriate technical solutions.
- Excellent presentation, communication, and negotiation skills.
- Good command of English (both written and spoken).
- Self-motivated, target-oriented, and able to work both independently and in a team.
- Willingness to travel for customer visits, presentations, and site support.

**Responsibilities:**

- Identify and approach potential customers in government and private sectors.
- Promote and sell products such as radio telecommunication systems, radar, and IT/networking equipment.
- Conduct technical presentations, and solution proposals to customers.
- Prepare and deliver quotations, tenders, and technical documents in cooperation with the engineering team.
- Maintain strong customer relationships and provide after-sales support in coordination with service engineers.
- Achieve assigned sales targets and contribute to the company's growth.
- Monitor market trends, competitor activities, and provide feedback for business development.

**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