



PR/123265 | General Manager

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1559872

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

September 30th, 2025 10:37

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

We are currently assisting our client from IT Solutions industry, with a primary business focus on customer relationship management (CRM) software packages.

Position: General Manager

Location: Jakarta – (one year management training overseas)

Key Responsibilities

- Lead end-to-end sales and market penetration strategies for cutting-edge CRM software solutions.
- Collaborate closely with Headquarters to ensure the successful establishment process of new headcounts in Indonesia.

- Lead the management of all new business operations, from initial strategy to daily execution.
- Identify and mitigate project risk, issues, and conflicts, implementing appropriate resolutions and contingency plans.

Qualifications

- Bachelor's or master's degree in IT, Computer Science, Management, or related field.
- Min. 5 – 10 years' experience working as Sr. Sales Manager, Head of Sales, GM, or similar roles.
- Experience in sales of software, particularly CRM, or extensive experience within the contact center (BPO) industry.
- Strong knowledge of CRM products such as Salesforce, Microsoft Dynamics, SAP, Odoo, or other similar products.
- A proven track record in sales, business development, and effective cost management.
- Excellent leadership, communication, and cross-functional coordination skills.
- Fluent in English with experience team-up with overseas business.
- Willing to attend a long-term overseas management and product training.

Are you the one that perfect fit for this role?

Upon applying, email me at muhammad.habib@jac-recruitment.com briefly explaining why you're the best fit for this role.

Your next career milestone begins now!

#LI-JACID

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Company Description