



JAC Recruitment

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JAC Recruitment Indonesia

PR/122734 | Sales Engineer

Job Information

Recruiter

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Job ID

1559883

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

September 30th, 2025 10:38

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 looking for a highly motivated, aggressive sales hunter to join our client team as a Sales Engineer based in Kuningan, Jakarta Selatan, Indonesia.

This role is ideal for someone who thrives in the field and spends most of their time on the road; the right candidate enjoys face-to-face selling, is energized by cold calls and walk-ins, and takes pride in developing new business across Jabodetabek territories

Key responsibilities:

- Spend most of working hours on the ground, meeting clients and prospects daily.
- Drive sales and marketing activities across Jabodetabek and designated territories.
- Promote client high-performance products to OEMs, end users, and distributors.
- Identify, pursue, and convert new business opportunities through cold calling, field visits, and product demonstrations.

- Build strong, long-term customer relationships by understanding client needs and proposing tailored solutions.
- Serve as the key technical advisor, providing application support and demonstrating equipment on-site.
- Prepare accurate quotations, manage pricing discussions, and support negotiations to close deals.
- Weekly reporting about sales activities, leads, and pipeline status in CRM.

Qualifications & skills:

- Minimum 3 years' experience in industrial equipment sales.
- Diploma/Degree in Engineering or related technical field.
- Independent, self-motivated, and driven to meet sales targets.
- Strong networking, cold calling, and appointment-setting skills.
- Proficient in MS Office, CRM and tools like Microsoft Teams.
- Own vehicle and valid driving license, frequent travel is required.
- Fluent in English

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