



PR/123227 | Sales (Food Chemical)

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1559891

Industry

Other (Trade)

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

Job Descriptions:

- **Business Development**

- Actively identify, prospect, and acquire new customers within the food and beverage manufacturing sector.
- Maintain and grow relationships with existing clients to ensure customer satisfaction and loyalty.
- Achieve and exceed sales targets and key performance indicators (KPIs).
- Prepare and deliver compelling sales presentations, proposals, and product demonstrations.
- Negotiate pricing, terms, and contracts to close sales deals.

- **Market & Product Knowledge:**

- Stay up-to-date on market trends, industry regulations (e.g., FDA, EFSA), and competitor activities.
- Maintain a deep and comprehensive understanding of the chemical properties, applications, and benefits of all products in the portfolio.
- Provide technical support and product information to customers, addressing their specific needs and challenges.

- **Customer Relationship Management:**

- Serve as the primary point of contact for assigned clients, ensuring timely and effective communication.
- Address customer inquiries, complaints, and technical issues in a professional and timely manner.
- Collaborate with the logistics and technical support teams to ensure a smooth order-to-delivery process.

- Conduct regular follow-up meetings with customers to assess their needs and provide solutions.
- Administrative & Reporting:
 - Maintain accurate and detailed records of all sales activities, customer interactions, and sales pipelines in the CRM system.
 - Prepare regular sales reports, forecasts, and performance analyses for management review.
 - Attend sales meetings, industry conferences, and training sessions as required.

Job Requirements:

- Minimum of 3 years of experience in B2B sales, preferably in the food ingredients, chemicals, or related industries.
- Proven track record of meeting or exceeding sales targets.
- Excellent verbal and written communication skills.
- Strong negotiation and closing skills.
- Ability to build rapport and establish trust with clients.

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Company Description