



PR/123299 | Sales Manager (Luxury Properties in Jakarta)

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1560783

Industry

Real Estate Brokerage, Management

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

October 7th, 2025 11:18

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 Summary:

This role requires a strong background in high-rise property sales, particularly under-construction projects, and the ability to build trust with high-net-worth clients. The Sales Manager will manage the sales team and lead agents, ensure product knowledge excellence, and coordinate with the marketing team to deliver results while maintaining the project's luxury brand image.

Job description:**Sales Strategy & Target Achievement**

- Develop and execute sales strategies to achieve project sales targets.
- Drive end-to-end sales activities from prospecting to deal closing while ensuring alignment with the project's luxury positioning.

Team & Agent Management

- Lead, coach, and motivate the internal sales team to deliver optimal performance.
- Manage lead agents, maintain strong relationships with property agents, and oversee contract reviews and compliance.
- Ensure the sales team possesses sufficient product knowledge through regular training sessions.

Client, Contract & Payment Management

- Build and maintain strong relationships with buyers and investors.
- Monitor and manage contracts with lead agents.
- Oversee and track all buyer payment schedules to ensure accuracy and compliance.
- Handle basic legal questions related to booking forms, down payments, and Sales & Purchase Agreements (SP).

Reporting, Training & Tools

- Track and analyze sales performance, pipeline updates, and buyer behavior.
- Regularly report on market conditions, including competitor selling prices, rental price trends, development progress, and promotional activities.
- Conduct regular sales training to sharpen negotiation, closing, and client-handling skills.
- Propose and implement effective marketing tools to improve sales effectiveness while preserving the luxury brand image.

Collaboration & Events

- Coordinate with the Marketing Manager to create impactful sales events and promotional activities.
- Represent the project at exhibitions, client gatherings, and high-profile networking events.

Requirements:

- Bachelor's degree in any discipline (relevant work experience in property sales is required).
- Minimum 7–10 years of proven sales experience in **Jakarta CBD**, particularly in luxury **high-rise residential projects**.
- Demonstrated success in selling **off-plan/under-construction properties**.
- Strong experience in managing **lead agents / property agencies** and maintaining professional partnerships.
- Familiarity with **basic legal and financial aspects** of property transactions (SP, booking, DP, payment schedules).
- Excellent negotiation and closing skills.
- Strong client relationship management, especially with **high-net-worth individuals**.
- Fluent in **English** (both spoken and written); Mandarin is an advantage.
- Strong presentation, communication, and interpersonal skills.
- Ability to work independently and handle high-pressure sales targets.

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Company Description