



## PR/123300 | Sales Account Manager (Personal Care & Home Care)

### Job Information

**Recruiter**

JAC Recruitment Indonesia

**Job ID**

1563231

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

Indonesia

**Salary**

Negotiable, based on experience

**Refreshed**

February 3rd, 2026 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

The responsibilities of the position include:

- Define account objectives, develop commercial strategy, implement through account plan
- Identify & document business potentials & competitive landscape
- Develop successful working relationships with customers, establish Ashland as key partner to obtain opportunities for profitable business
- Monitor customer satisfaction & initiate corrective action when needed
- Identify business opportunities, decision factors & success criteria, define action plan & execute accordingly
- Negotiate with customers favorable commercial terms, including payment terms, prices for new business & increases for existing items
- Anticipate customers' need & lead proactive projects to generate new business opportunities
- Define accurate pricing & margin parameters for each project & document project properly
- Actively contribute to the organizational goals by taking initiative, executing on goals and focusing on performance and safety
- Improve the organization capacity and capabilities through building collaborative relationships, optimizing diverse talent and utilizing positive communications and influence with others

Requirements:

- Bachelor degree in Chemistry/Biology/Chemical Engineering/Pharmacy from an accredited university

- A minimum of 5 years of personal care & household ingredients sales experience
- Good business understanding of Personal Care industry
- Good interpersonal, sales & negotiation skills
- Self-directed individual with a Can-Do attitude & team player
- Ability to work in a fast paced environment & open to constant change in demand

**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.

Privacy Policy Link: <https://www.jac-recruitment.co.id/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.co.id/terms-of-use>

---

#### Company Description