



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

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Company Description