



PR/123378 | B2B Sales Manager (Marine Engine)

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1566451

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

March 17th, 2026 01:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Basic

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

We are looking for a Sales Manager for our client, a leading marine equipment company in Indonesia, to strengthen their presence in the industrial and governmental sectors.

Qualifications

- Bachelor's degree in marketing, engineering, nautical Studies or a related field.
- Fluent in English, both written and spoken (reports directly to an Expatriate).
- Minimum 5 years of experience in marine engines, marine propulsion, or related technical marine solutions in a B2B environment.
- At least 3 years of hands-on experience in government procurement processes (marine sector, oil & gas, or industrial marine operations).
- Strong negotiation, stakeholder management, and dispute-resolution skills.

Responsibilities

- Lead the end-to-end sales cycle for marine products and propulsion solutions, from prospecting to closing.

- Develop and execute sales strategies targeting government institutions, oil & gas companies, and operators of industrial-level marine vessels.
- Build and maintain strong relationships with key accounts, ensuring excellent communication and high-quality customer service.
- Actively generate new leads and business opportunities through market mapping and proactive outreach.
- Prepare monthly sales forecasts to support business planning and ensure accurate pipeline visibility.
- Provide timely KPI reporting and continuous improvement recommendations.

Think you tick all the boxes? Great!

After applying, **send me a DM on LinkedIn (Milysa Tjandra)** and briefly share **why you're the best fit** for this role.

Your next big career move starts here!

#LI-JACID

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Company Description