



## 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**

February 3rd, 2026 13:00

### 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

**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.

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## Company Description