



PR/123395 | Sales Specialist

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1566455

Industry

Industrial Facilities

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

February 17th, 2026 00:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

OVERVIEW

Our client, a Japanese construction company is looking for Sales Specialist, who will be responsible for achieving key sales and marketing performance by supporting strategic project initiatives, managing the full client lifecycle, and contributing directly to contractual and financial outcomes.

JOB RESPONSIBILITIES

- Drive sales and marketing projects to maximize KPI
- Engage new business leads and foster long-term partnerships with established clients
- Develop comprehensive project blueprints and present them to executive leaders
- Create proposals that clearly define the value proposition, and solution fit four client needs

- Facilitate inter-departmental alignment and resource coordination for new project opportunities
- Participate in the development of PQs (Pre-Qualification), verify the accuracy of client's quotation, bargain contract stipulations, and ensure the achievement of yearly objectives

JOB REQUIREMENTS

- Min. Bachelor's degree in any major
- Having min. 6 years of experience as Sales/Business Development/Marketing in construction sector

Able to speak English

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Company Description