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JAC Recruitment Indonesia

## 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 for 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

**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