



PR/123402 | Sales PWS Manager

#### Job Information

**Recruiter**

JAC Recruitment Indonesia

**Job ID**

1567524

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

Indonesia

**Salary**

Negotiable, based on experience

**Refreshed**

January 27th, 2026 13:00

#### General Requirements

**Minimum Experience Level**

Over 10 years

**Career Level**

Mid Career

**Minimum English Level**

Fluent

**Minimum Japanese Level**

None

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

#### Job Description

**General Requirements**

- Strong leadership qualities with a mature approach in managing teams; must be able to earn respect from subordinates.
- Possess superior knowledge compared to the team to establish authority and respect.
- Proven ability in market acquisition and marketing strategy within the Power Systems industry.
- Strong track record in winning market share and driving sales growth in Power Systems.
- Experienced in preparing budgets and managing customer segmentation (territory management) for PWS across all regions in Indonesia.
- Wide professional network within the Power Systems market.
- Demonstrated experience in collaborating effectively with cross-functional teams.

#### Specific Requirements

- Education: Min. S1 from any major (preferably from Engineering / Electrical Engineering)
- Experience: Min. 5 years' experience as a Sales Manager in the Engine industry in the Heavy Equipment industry, with proven exposure or strong understanding of the Engine market
- Willing to do business travel based on business needs
- Exceptional leadership capabilities, able to lead and influence a team

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#### Company Description