



PR/123272 | Sales Manager

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1570740

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

January 13th, 2026 10:01

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

Key Responsibilities

- Develop and execute strategic sales plans to achieve company goals.
- Lead, train, and motivate the sales team to meet performance targets.
- Identify new business opportunities and maintain relationships with key clients.
- Monitor market trends and competitor activity to adjust strategies accordingly.
- Collaborate with marketing and product teams to align sales efforts.
- Prepare sales forecasts, budgets, and performance reports.
- Negotiate contracts and close deals with customers.
- Ensure compliance with company policies and industry regulations.

Qualifications

- Bachelor's degree in Business, Marketing, Engineering, or related field.
- Minimum 5 years of experience in sales, preferably in heavy equipment or industrial machinery.
- Proven track record of meeting or exceeding sales targets.
- Strong leadership and team management skills.
- Excellent communication, negotiation, and interpersonal abilities.
- Familiarity with CRM software and sales analytics tools.
- Willingness to travel as needed.

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.

Privacy Policy Link: <https://www.jac-recruitment.co.id/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.co.id/terms-of-use>

Company Description