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JAC Recruitment Indonesia

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.

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Company Description