



## PR/123429 | Sales Leader (Manado)

### Job Information

**Recruiter**

JAC Recruitment Indonesia

**Job ID**

1570749

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

Indonesia

**Salary**

Negotiable, based on experience

**Refreshed**

January 27th, 2026 10:01

### General Requirements

**Minimum Experience Level**

Over 6 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

#### Requirements

- Min. S1 from any major (preferably from reputable university) GPA min. 2.75
- Min. 4 years' experience in direct selling (Salesman)
- Having experience in leading team
- Preferably from leasing, industrial, automotive, forestry, agriculture, mining, heavy equipment (only with proven achievements) or related industry
- Willing to be placed across Indonesia

Job Descriptions:

- Accountable for monitoring Sales performance to ensure PS targets for Sales and cost at the Branch are met.
- Accountable for managing relationship with Customers and resolve commercial issues collectively with Branch Head
- Accountable for ensuring Sales Reps follow Sales policies and processes (including evaluating quality of report such as visit reports, MEP data, demand forecast as well as accuracy of Sales document, e.g., quotation, purchase order, invoice) based on guidance from Area PS Sales Compliance Manager.
- Accountable for ensuring the development of subordinate's competencies and career progression.
- Responsible for providing inputs to Branch Managers on PS Sales budgeting in accordance to annual account planning output.

**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