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JAC Recruitment Indonesia

PR/123478 | Account Mining Manager

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1572307

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

January 27th, 2026 06:00

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

Requirements:

- Bachelor's degree in Business, Marketing, Engineering, or related field.
- Minimum 5 years of experience in sales, account management, or territory management (preferably in technical or multi-product environments).
- Strong technical aptitude with the ability to quickly learn and apply product knowledge.
- Proven track record in building pipelines and achieving sales targets.
- Excellent communication, presentation, and negotiation skills.
- Ability to work cross-functionally and manage multiple stakeholders.
- Fluent in English and Bahasa Indonesia.

Job Description:

- Develop and maintains a strong technical knowledge about the products.
- Handles coverage for multiple product lines of the brand.
- Ability to penetrate and build opportunity pipeline.

- Build strong relationship with clients & provide full customer support.
- Lead and manage customer presentations, proposals & contract service.
- Establish clear understanding of customer expectations and requirements.
- Participate in and contribute to the development of strategies and approaches.
- Liaise with the Operations and Commercial Operations Teams for successful delivery and execution.

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