



## PR/123343 | Sales Executive (Food Ingredients)

### Job Information

**Recruiter**

JAC Recruitment Indonesia

**Job ID**

1574804

**Industry**

Retail

**Job Type**

Permanent Full-time

**Location**

Indonesia

**Salary**

Negotiable, based on experience

**Refreshed**

February 24th, 2026 12:00

### General Requirements

**Minimum Experience Level**

Over 1 year

**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

**Job Description:**

- Develop and maintain strong relationships with B2B clients in the food sector.
- Identify new business opportunities and drive sales growth across assigned territories.
- Provide technical consultation and product recommendations based on client needs.
- Collaborate with cross-functional teams to ensure customer satisfaction and timely delivery.
- Prepare and present sales reports, forecasts, and market analysis to management.

**Requirements:**

- Bachelor's degree in **Science, Food Technology, Chemistry**, or a related field.
- Minimum **3 years of experience** working in a **Japanese company**, preferably in a sales or client-facing role.
- Proven track record in **B2B sales**, ideally within the food ingredients or related industries.
- Strong communication, negotiation, and interpersonal skills.
- Ability to work independently and manage multiple client accounts.
- Fluent in English; Japanese language skills are a plus.

**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