



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

January 27th, 2026 10:53

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.

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Company Description