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## Job Information

### Recruiter

JAC Recruitment Indonesia

### Job ID

1574807

### Industry

Other (Trade)

### Job Type

Permanent Full-time

### Location

Indonesia

### Salary

Negotiable, based on experience

### Refreshed

February 10th, 2026 08:01

## General Requirements

### Minimum Experience Level

Over 10 years

### Career Level

Mid Career

### Minimum English Level

Business Level

### Minimum Japanese Level

None

### Minimum Education Level

Associate Degree/Diploma

### Visa Status

No permission to work in Japan required

## Job Description

### Key Responsibilities

- Distributor Management:** Build and maintain long-term relationships with dealers. Conduct regular business reviews to evaluate performance and identify growth opportunities.
- Channel Strategy:** Develop and implement sales strategies specifically designed for the distribution model to increase market share and reach.
- Onboarding & Training:** Identify, recruit, and onboard new distributors. Provide comprehensive product training and "sales enablement" to the distributor's sales force.
- Inventory & Forecasting:** Monitor distributor inventory levels to ensure product availability. Provide accurate monthly and quarterly sales forecasts based on channel data.
- Marketing Support:** Coordinate with the marketing team to provide distributors with necessary POS materials, co-branded collateral, and promotional support.
- Performance Monitoring:** Track distributor KPIs, including sell-in/sell-out data, inventory turnover, and geographic

coverage.

- **Conflict Resolution:** Manage "channel conflict" by ensuring clear territories and pricing guidelines (e.g., MAP pricing) are followed across the network.

#### Required Qualifications & Skills

- **Experience:** 8+ years of experience in Sales, with at least 3 years specifically managing **indirect channels or distributors.**
- **Education:** Bachelor's degree in Business, Marketing, or a related field.
- **Negotiation:** Proven ability to negotiate contracts, margins, and rebate structures that benefit both the company and the partner.
- **Analytical Skills:** Proficiency in CRM software (Salesforce, HubSpot) and data analysis to interpret sales trends.
- **Communication:** Exceptional interpersonal skills with the ability to influence and motivate external teams that do not report directly to you.
- **Travel:** Willingness to travel (approx. 30–50%) to visit distributor sites and attend industry trade shows.

**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