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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 24th, 2026 12:00

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.

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Company Description