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JAC Recruitment Indonesia

PR/123520 | Sales Assistant Manager

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1574815

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

January 27th, 2026 10:53

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

- Business Development: Proactively identify and engage potential clients requiring warehousing, fulfillment, and value-added services (kitting, labeling, etc.).
- Pipeline Management: Assist in managing the sales funnel, from lead generation and cold calling to contract negotiation and closing.
- Solution Design: Work closely with the operations team to create customized storage and distribution proposals based on specific client needs (e.g., cold storage, hazardous materials, or high-velocity e-commerce).
- Account Retention: Serve as a senior point of contact for existing clients, ensuring high satisfaction levels and identifying opportunities for upselling or service expansion.
- Team Leadership: Support the Sales Manager in training, mentoring, and monitoring the performance of junior sales executives.
- Market Analysis: Stay updated on industry trends, competitor pricing, and local real estate developments to maintain a

competitive edge.

- Reporting: Prepare weekly and monthly sales reports, forecasting revenue and tracking KPIs.

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