



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

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

- **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.

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Company Description