



PR/123601 | Sales Manager

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1579709

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

April 21st, 2026 12:01

General Requirements

Minimum Experience Level

Over 3 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

Job Responsibilities:

- Develop and execute B2B sales strategies focused on acquiring large and strategic accounts
- Identify new business opportunities, industries, and key decision - makers
- Lead end - to - end sales cycles for large accounts, from prospecting to contract closure
- Represent the company in high - level meetings, negotiations, and strategic discussions
- Market Expansion & Lead Generation
- Lead, coach and direct the sales team to achieve individual and team target
- Build and maintain strong relationships with senior level stakeholders

- Develop accurate sales forecast and revenue projections for large accounts
- Prepare comprehensive sales performance reports for CEO and BOD
- Identify opportunities to improve sales processes, customer acquisition methods, and efficiency

Job Requirements:

- Bachelor's degree in Business, Marketing, Engineering or related field
- Master's degree (MBA) is an advantage
- Minimum 5 years of B2B Sales experience, especially in F&B industry is preferred
- Strong background in hunter roles, large accounts or strategic roles.
- Proven track record in closing high-value and long-term contracts
- Fluent in English (spoken and written)
- Strong negotiation and commercial acumen
- Strategic thinking with execution discipline
- Leadership and stakeholder management skills
- Excellent communication and presentation skills
- Data-driven decision-making mindset

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Company Description