



## 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**

June 2nd, 2026 06:00

### 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