



PR/123466 | Country Representative (Senior Sales Engineer)

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1581761

Industry

Civil Engineering and Construction

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

June 2nd, 2026 08:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Our client is a Swedish based global engineering company specializing in industrial vertical access and construction hoist solutions. They are currently looking to appoint a Senior Sales Engineer (Country Representative) to act as their country representative for Indonesia as part of their market expansion plans.

The focus is specifically on Mining and Metal Refineries, including key operators such as Freeport, Vale, Timah, Inalum, and major downstream smelter projects. The role requires a strong hunter mindset with established industrial networks, selling high-value engineered systems under a premium positioning.

This is a CapEx and lifecycle service-driven role, engaging directly with plant owners and operators, while building Alimak's long-term presence in Indonesia's refinery and industrial sector.

Market Development & Hunting (Primary Focus 70%)

- Drive new business development across Mining, Smelters, Metal Refineries, and Heavy Industrial facilities in Indonesia
- Establish direct relationships with key decision-makers at operators such as Freeport, Vale, Timah, Inalum, Megah Surya Pertiwi and similar industrial groups
- Identify and secure specification opportunities for high-value vertical access systems in major industrial projects
- Lead tender strategy, commercial positioning, and technical alignment for new equipment projects

CapEx & Lifecycle Sales Ownership

- Sell engineered vertical access systems for new plant construction and expansion projects
- Develop and secure long-term service and maintenance contracts for installed equipment
- Manage pricing strategy aligned with premium European product positioning
- Protect margin and value proposition in competitive industrial environments

Hybrid Model Management

- Engage directly with end users and industrial operators
- Work closely with local partners/dealers to support project execution and aftermarket services
- Ensure aftersales standards meet global requirements

Strategic Territory & Autonomy

- Operate independently without local corporate infrastructure
- Travel regularly to remote sites across Kalimantan, Sulawesi, Papua and other industrial regions
- Build Indonesia market presence in alignment with regional leadership

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Company Description