



PR/123567 | Sales Manager Service - Indonesia

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1581762

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

April 21st, 2026 10:01

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 global Austrian engineering group and market leader in complex industrial equipment, particularly across Environment & Energy and Separation technologies.

They have a long and strong presence in Indonesia, active since the early 1900s and formally established in Jakarta in 1996. The group is also a market leader in Hydropower, holding over 60% market share, with more than 220 hydropower units delivered and 3,200 MW installed capacity. Key clients include PT PLN (Persero) and PT Vale Indonesia, supporting large-scale, mission-critical operations.

They are currently hiring a Country Sales Manager Service based in Jakarta, reporting directly to the Service Sales Director in Singapore. This is a country level individual contributor role, working closely with the regional hub and holding full responsibility for Indonesia.

The role focuses on expanding their Environment & Energy and Separation business lines by building service revenue from a large installed base, developing long term service and aftermarket business, and actively opening new service accounts across Indonesia.

Key responsibilities include driving sales of service products for complex machines, developing new and existing customers to achieve order intake targets, preparing and submitting proposals, collaborating closely with internal engineering and service teams, and maintaining strong long-term customer relationships. The role involves high mobility with around 80% travel within Indonesia.

Job Responsibilities

- Sales of service products for complex machines, coupled with corresponding travel to customers.
- Drive new account development to achieve sales targets by effectively representing engineering services, maintenance and repair solutions, and spare parts across relevant industries in Indonesia.
- Market development in the responsible sales area together with the team, further development of existing customers and acquisition of new/cold customers.
- Respond to sales opportunities by preparing and submitting proposals, including bid formulation and stakeholder consultation.
- Very close collaboration with adjacent internal departments, as well as with external business partners and agents. Ensure comprehensive product sales coverage in the country.
- Foster strong relationships with key customers, partners and suppliers.
- Maintain solid customer retention measures to optimize existing business and generate new business.
- Ensure all sales and customer activities comply with their Sales Contract Policy.

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.

Privacy Policy Link: <https://www.jac-recruitment.co.id/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.co.id/terms-of-use>

Company Description