



PR/123636 | Sales Manager

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1581769

Industry

Other

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Refreshed

March 24th, 2026 09:00

General Requirements

Minimum Experience Level

Over 6 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 close new sales opportunities within the packaging industries (gravure printing & flexible packaging) sectors.
- **Account Management:** Serve as the primary point of contact for existing clients, ensuring they have the critical wear parts and upgrades needed to maintain high-speed production lines.
- **Technical Consulting:** Analyze client machinery requirements and recommend specific parts.
- **Pipeline Management:** Manage the entire sales funnel—from cold outreach and technical quoting to closing and post-sale follow-up—using our CRM.
- **Market Intelligence:** Monitor industry trends, competitor pricing, and emerging packaging technologies to keep our offerings competitive.

PS:

Will be placed in Gading Serpong, Tangerang.

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Company Description