



PR/123637 | Import Sales Manager

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1581770

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

May 5th, 2026 10:01

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

This role is responsible for acquiring Air / Ocean Import business from consignees in Indonesia for shipments originating from Overseas. The primary responsibility is front-end sales activities from quotation to order acquisition, with gross profit maximization as the core KPI.

- Expand inbound shipment volume to Indonesia
- Generate high-gross-profit business
- Maximize customer lifetime value through existing account development
- Establish action plans that leads to achieving Revenues and GP with specific target of Import business.
- Have market research/business intelligence.

Sales & Order Acquisition

- Prepare quotations and conduct price negotiations
- Propose optimal transport solutions (ocean, air, consolidation, warehousing, etc.)
- Coordinate and finalize contract terms

Internal Coordination

- Handover confirmed orders to the operations team
- Monitor profitability and gross margin performance

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Company Description