



PR/123645 | Senior Sales Engineer

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1582383

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

March 31st, 2026 07:00

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

Our client is a multinational engineering solutions provider with over four decades of global experience in industrial lifting and material handling systems. Established internationally in 1979, the company partners with leading global manufacturers to deliver high quality industrial crane solutions and engineered lifting systems to a wide range of industrial sectors.

Since entering the Indonesian market in 2018, the company has been steadily building its presence and technical capabilities in the country. With strong support from its international network, the organization is now entering an aggressive growth phase aimed at expanding its footprint across major industrial hubs in Indonesia and eventually across Southeast Asia.

The company is currently strengthening its Jakarta team and is seeking a Senior Sales Engineer who will play a key role in developing new business opportunities within industrial sectors. In the longer term, the organization plans to expand its operations into major industrial regions such as Batam, Medan, and Balikpapan, creating strong career growth opportunities for individuals who demonstrate strong commercial and leadership potential.

This role is ideal for a commercially driven engineer who thrives in a hunter environment, enjoys developing new markets, and is comfortable managing technical project sales with multiple stakeholders.

Key Responsibilities

Identify and develop new business opportunities within industrial sectors including manufacturing, processing plants, industrial estates, and heavy industry environments.

Actively hunt for new project inquiries and develop a strong sales pipeline through direct client engagement, site visits, and relationship building.

Manage the full project sales cycle from initial prospecting and technical consultation through proposal development, negotiation, and project closing.

Work closely with clients, consultants, and engineering teams to understand technical requirements and propose suitable engineered solutions.

Engage with key decision makers including plant managers, project managers, procurement teams, and senior stakeholders within industrial organizations.

Coordinate internally with technical and engineering teams to ensure solutions are aligned with project specifications and client requirements.

Maintain strong market awareness of industrial developments, manufacturing expansions, and new project opportunities.

Requirements

Bachelor's degree in Engineering, preferably Electrical Engineering, Mechanical Engineering, Civil Engineering, or a related technical discipline.

Minimum several years of experience in technical sales, project sales, or business development within engineering, industrial equipment, construction solutions, or related industries.

Strong hunter mentality with a proven ability to generate new business opportunities and develop client pipelines.

Experience managing project-based sales cycles and engaging with multiple stakeholders in industrial environments.

Ability to understand technical specifications and communicate effectively with engineering teams and technical decision makers.

Exposure to industrial lifting equipment, material handling systems, cranes, or related industrial solutions would be an advantage but is not mandatory.

Strong communication, negotiation, and stakeholder management skills.

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Company Description