



PR/123663 | Sales Marketing Assistant Manager (Construction Machinery)

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1582393

Industry

Other

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

June 9th, 2026 13:00

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

- Assist in developing and implementing sales & marketing strategies to achieve company targets.
- Lead and support the sales team in achieving monthly and annual sales goals.
- Conduct market analysis to identify business opportunities, industry trends, and competitive movement.
- Manage key customer accounts and build strong, long-term partnerships.
- Coordinate marketing campaigns, promotional activities, and product presentations.
- Monitor sales performance and prepare analytical reports for management review.
- Collaborate with internal teams including service, parts, and finance to ensure smooth business operations.

Qualifications

- Bachelor's degree in Marketing, Business Administration, Engineering, or related field.
- Minimum 5 years of experience in sales and marketing, preferably in heavy equipment, construction machinery, or industrial products.
- Strong leadership skills with the ability to mentor and motivate teams.
- Excellent communication, negotiation, and presentation skills.
- Strong analytical thinking and strategic planning ability.
- Willing to travel for customer visits, exhibitions, and project meetings.
- Familiarity with heavy machinery products is a strong advantage.

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Company Description