



PR/123665 | Head of Sales

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1582395

Industry

Retail

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

May 12th, 2026 13:00

General Requirements

Minimum Experience Level

Over 10 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

Job Description:

- Develop and implement General Trade (GT) sales strategies.
- Achieve sales targets in terms of volume, value, and market share.
- Manage, strengthen, and expand distributor and wholesaler networks.
- Ensure optimal market coverage, product availability, and visibility.
- Lead, mentor, and motivate regional and field sales teams.
- Plan and execute trade promotions and sales initiatives.
- Monitor sales performance, forecasts, and budget utilization.
- Collaborate closely with Marketing, Supply Chain, and Finance teams.
- Track market trends, competitor activities, and customer insights.

Requirements:

- Bachelor's degree in any field.
- Strong technical competencies in field sales, leadership, and communication.
- English proficiency is a must.
- Minimum 10 years of GT sales experience in a well-established FMCG company.
- Preferably from an FMCG background with a multi-distributor operating model.
- Proven track record in driving sales growth and managing distributor teams.
- High computer literacy: proficient in PowerPoint, Word, and advanced Excel.

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Company Description