



## PR/123671 | Operations Director (Sales & Marketing)

### Job Information

**Recruiter**

JAC Recruitment Indonesia

**Job ID**

1584330

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

Indonesia

**Salary**

Negotiable, based on experience

**Refreshed**

June 9th, 2026 07:00

### General Requirements

**Minimum Experience Level**

Over 10 years

**Career Level**

Mid Career

**Minimum English Level**

Fluent

**Minimum Japanese Level**

None

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

#### Qualifications

- Bachelor's degree in the areas of architecture engineering, civil engineering or interior design.
- **10+ years of experience in operations, sales, and marketing with background in furniture manufacturing or furniture industry (Mandatory).**
- Strong understanding of production management systems and data analytics.
- Able to work with targets and under pressure.
- Proficient in design software.
- **Energetic and polished individual with excellent communication and problem-solving skills.**

#### Responsibilities

- **Develop integrated sales & marketing strategies aligned with production capacity and establish business plans to achieve company targets.**
- Supervise daily activities of the sales team, seek business partners, and ensure sales and business targets are consistently met.
- Ensure smooth daily operations, manage budgets, implement quality control, and improve overall efficiency in both factory and business areas.
- Monitor the sales & marketing team to achieve company goals.
- **Understand MRP (Material Requirements Planning) or SPC (Statistical Process Control) systems to support operational and sales decision-making.**
- Ensure demand and supply are balanced between the sales team and the factory team.
- **Ensure all business projects can be absorbed by the factory in production processes and meet production targets.**

**Think you tick all the boxes? Great!**

After applying, **send me a DM on my LinkedIn (Milysa Tjandra) briefly explaining why you're the best fit** for this role.

Your next big career move starts here!

#LI-JACID

**Notice:** By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

Privacy Policy Link: <https://www.jac-recruitment.co.id/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.co.id/terms-of-use>

---

Company Description