



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

April 28th, 2026 12:01

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

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Company Description