



PR/123696 | Export Marketing Manager

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1586489

Industry

Civil Engineering and Construction

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

April 14th, 2026 10:25

General Requirements

Minimum Experience Level

Over 3 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

Our client, a leading Japanese wood manufacturing company, is seeking an experienced Export Marketing Manager to drive international sales growth and develop global market strategies.

Key Responsibilities

- Implement effective marketing strategies to achieve and increase sales turnover targets.
- Create sales forecasts based on buyers and product categories.
- Develop annual work plans for exhibitions, business trips, and buyer visits.
- Conduct research, mapping, and search for new customers/markets to expand sales areas.
- Explore and increase marketing networks, distributors, and partners for international sales.

- Introduce and promote new products effectively and efficiently.
- Conduct demand analysis and support new product development.
- Monitor and analyze competitor product development (sales, prices, designs, quality, specifications).
- Select and cross-check market intelligence data for potential new customers.
- Analyze, calculate, and monitor orders from PO to delivery to ensure customer satisfaction.

Requirements

- Minimum Bachelor's degree in **any major**.
- Minimum **3 years of experience** in international marketing/export marketing.
- Experience in **wood manufacturing, building materials, or related industries** (candidates with export experience in building materials are encouraged to apply).
- Proven experience in market strategic evaluation.
- Fluent in **English** (written and verbal).
- Experience managing minimum **5 subordinates**.
- Positive energy and strong capability to engage with international buyers and leads.
- Strong analytical and strategic thinking skills.

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Company Description