



PR/123708 | Division Manager (Coating & Resins)

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1586492

Industry

Chemical, Raw Materials

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

June 9th, 2026 10:01

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 Chemistry, Chemical Engineering, or equivalent** , with specialization in Coating & Resins preferred.
- **9+ years of experience in operations, sales, and marketing within the Coating & Resins industry (Mandatory).**
- **5+ years of experience managing a sales team with P&L accountability** and a proven track record of achieving sales budgets.
- **Fluent in English** , as the role requires working in a multinational environment.
- Able to work with **targets and under pressure**.
- Energetic and polished individual with **excellent communication and problem-solving skills**.

Responsibilities

- **Manage the department's P&L**, ensuring sales, profitability, and contribution margin targets are consistently delivered.
- **Source and onboard new principals** to strengthen the Coating & Resins portfolio and support the company's strategic expansion plans.
- **Lead, train, and motivate the sales team** to drive performance and achieve departmental sales objectives.
- **Build and maintain long-term principal relationships**, ensuring continuity of agency agreements and effective collaboration.
- **Grow the customer base in the Coating & Resins industry** by proactively identifying and securing new business opportunities.
- **Oversee credit control activities**, ensuring timely collection of overdue accounts and escalating potential risks with recommended solutions to senior management.

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