



## 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**

May 12th, 2026 11:01

### 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

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Company Description