



## PR/123726 | Sales Plantation Manager

### Job Information

**Recruiter**

JAC Recruitment Indonesia

**Job ID**

1591169

**Industry**

Chemical, Raw Materials

**Job Type**

Permanent Full-time

**Location**

Indonesia

**Salary**

Negotiable, based on experience

**Refreshed**

May 5th, 2026 10:29

### General Requirements

**Minimum Experience Level**

Over 6 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

JAC Recruitment Indonesia is currently assisting our client, a well-established company in the agrochemical industry specializing in crop protection solutions and supporting sustainable plantation productivity across Indonesia, in seeking a Sales Plantation Manager for the South Sumatera area to strengthen their sales operations within the plantation sector.

In this role, you will be responsible for achieving pesticide product sales targets within the Sumatera territory, managing and developing market coverage in the plantation sector, building and maintaining strong relationships with customers and business partners, identifying market opportunities and expanding distribution networks, leading and developing the sales team, as well as conducting regular monitoring and evaluation of sales performance.

#### Responsibilities :

- Achieving pesticide product sales targets within the Sumatera territory
- Managing and developing market coverage in the plantation sector

- Building and maintaining strong relationships with customers and business partners
- Identifying market opportunities and expanding distribution networks
- Leading, directing, and developing the sales team
- Monitoring and evaluating sales performance on a regular basis

Qualifications :

- Bachelor's Degree (S1), preferably in Agriculture, Chemistry, or related field
- Proven experience in selling pesticide products to plantation sectors
- Strong network within the plantation industry
- Target-driven mindset with a passion for achieving sales goals
- Good leadership capability
- Strong communication and relationship management skills
- Preferably based in South Sumatera or Jakarta with placement in Sumatera Selatan

**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