



PR/123726 | Sales Plantation Manager

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1591521

Industry

Chemical, Raw Materials

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

May 12th, 2026 10:36

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

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Company Description