



## PR/123733 | Sales General Manager - Fabric Export

### Job Information

#### Recruiter

JAC Recruitment Indonesia

#### Job ID

1599736

#### Industry

Other (Manufacturing)

#### Job Type

Permanent Full-time

#### Location

Indonesia

#### Salary

Negotiable, based on experience

#### Refreshed

June 26th, 2026 11:55

### 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 Business, Marketing, Textile Engineering, or related field.
- **Minimum 12–15 years of experience in textile / fabric / polyester industry** , with strong international market exposure.
- **Proven track record managing large global accounts with revenue around ± USD 5M/month** .
- Proven ability to build relationships at **senior/executive level with international clients** .
- **Fluent in English**; additional language is a strong advantage.
- Experience in handling **international clients (Europe, Asia, Australia)** is highly preferred.
- Strong leadership experience with ability to **manage and scale a sales team**.
- Deep understanding of **global fashion/apparel supply chain and buyer behavior** .
- Strong commercial acumen with experience in **strategic sales planning, margin management, and business**

expansion.

### **Responsibilities**

- Lead overall sales strategy and **drive expansion into Europe, Asia, Australia markets**.
- Develop and strengthen relationships with **key global buyers and decision-makers**, ensuring long-term partnerships.
- Oversee and guide team to achieve **monthly revenue targets** and business growth.
- Identify new opportunities and **expand customer portfolio**, including bringing in existing networks.
- Align closely with internal stakeholders (production, R&D, operations) to ensure **business feasibility and execution excellence**.
- Provide strategic direction on **product positioning and development** based on market trends and customer demand.
- Monitor financial performance including **revenue, margin, and potential business risks**.
- Build, lead, and develop a **high-performing sales team** to support company expansion.

### **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