



PR/123734 | Sales Export Manager - Fabric

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1599737

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 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

Qualifications

- Bachelor's degree in Business, Marketing, Textile Engineering, or related field.
- **Fluent in English**; additional language is a plus.
- **Minimum 8–10 years of experience in textile / fabric / polyester industry**, with exposure to export markets.
- **Proven track record managing key accounts with revenue around ± USD 700K/month**.
- Strong experience in **key account management, sales execution, and customer relationship handling**.
- Familiar with **polyester-based products** for fashion, sportswear, or footwear applications.
- Experience in handling **international clients (Europe, Asia, Australia)** is highly preferred.
- Target-driven, hands-on, and comfortable working in a fast-paced environment.

Responsibilities

- Manage and grow existing customers while **re-engaging inactive accounts** to drive revenue growth.
- Execute **sales strategies and translate targets into actionable plans** for assigned territory/products.
- Maintain strong relationships with key customers to ensure **repeat business and long-term partnership**.
- Identify market opportunities and provide **input on product development based on customer needs** .
- Monitor sales performance and ensure **monthly targets are achieved**.
- Coordinate internally with production and operations to ensure **smooth order execution and delivery** .
- Support team performance through **basic coaching and activity monitoring** .

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