



PR/123774 | Sales Account Manager (Fragrance)

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1599751

Industry

Chemical, Raw Materials

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

Business Level

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

JOB RESPONSIBILITIES:

- Playing an integral role in new business pitches and hold responsibility for the effective onboarding of new clients.
- Cultivate and manage customer relationships within portfolio of accounts.
- Act as the key interface between the clients and all relevant divisions.
- Develop and track Account Plans for key accounts to identify/create opportunities for the company to participate targeted briefs.
- Coordinate and manage internal resources in support of customer needs and priorities, ensuring the most efficient management of company's resources.
- Resolve any issues and problems faced by clients and deal with complaints to maintain trust.

- Provide sales reports monthly on account status.
- Collaborate with Evaluator, Perfumer and RnD to identify and growth opportunities within territory.

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Company Description