



PR/123784 | Consultant (Project)

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1599756

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Singapore

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

Our client is a premium German brand specializing in sanitary fittings, faucets, and shower systems, founded in 1901 in Schiltach, Germany. They are in the search for a Project Sales Consultant to spearhead their project sales in Indonesia.

This role is focusing on driving sales through project pipelines rather than distributor-only channels. This role involves being an active hunter with an existing network and relationship with project owners, owners, contractors and/or developers to secure projects across Indonesia that can range from residential, office buildings, apartments, factories etc. The Project Sales Consultant will be handling full project cycle from lead generation, specification, tender, to final execution, while building strong relationships across the construction ecosystem. The Project Sales Consultant will work closely with our client's existing Specifier.

This position will be directly reporting to the Country Manager of our client for Indonesia and Malaysia, please find attached the brief job responsibilities.

Job Responsibilities:

- Develop and drive project sales by actively engaging with project owners, owners, developers, contractors etc.
- Build and maintain strong relationships across the full project ecosystem including project owners, owners (key decision makers), main contractors, and developers
- Manage project pipeline from lead identification → specification → tender → award → order execution
- Work closely with contractors to ensure product approval, compliance, and successful on-site implementation
- Collaborate with developers and project owners to position products in large-scale residential, commercial, and hospitality projects
- Deliver product presentations and technical explanations to developers, project owners, consultants, and contractors
- Identify new business opportunities through networking, site visits, and market mapping
- Coordinate pricing, proposals, and negotiations with stakeholders involved in the project
- Track and report project pipeline, customer interactions, and market activities

Requirements and Attributes:

- Diploma or Degree in marketing, business, or a relevant field.
- 3-6 years of experience in sales or marketing with a good track record in working with developers, architectural, and design firms.
- Has an existing network/relationship within developers, owners, project owners, contractor, sub-contractors etc.
- Goal-driven and hands-on in executing key measures.
- Good spoken and written English and interpersonal skills.
- High level of reliability and personal integrity.
- Willingness to travel within Indonesia.
- Experience in the sanitary fittings industry is an added advantage.

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Company Description