



PR/123821 | Sales Staff

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1599775

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 3 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 OBJECTIVES:

- **Manages account portfolio** - develops and implements account plans.
- **Leads and coordinates** - customer relationships.
- **Charts business development / strategies and investigates**, - new channels to market.
- **Develop and execute sales/marketing plan** - delivering both value and volume.
- **Collects and utilizes market intelligence**, - to shape sales/marketing plan.
- **Leads/conducts negotiations and implements price change.**
- **Collaborate with other dept(s)**, - to deliver improving sales results.
- **Delivery growth**, - including cross segment business opportunities.

- **Understands short vs long term tradeoffs**, - for win solutions.
- **Comfortable leading**, - to organize meetings with business leadership and customers.
- **Strong action to follow up issues**.
- **Highly self-motivated and seek out missing information**, - to complete projects successfully.
- **Prioritizes business objectives**, - with an owner's mindset.

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Company Description