



## PR/123822 | Regional Sales Manager (DTF Printing)

### Job Information

**Recruiter**

JAC Recruitment Indonesia

**Job ID**

1599776

**Industry**

Other (Trade)

**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

#### Responsibilities:

- Manage and grow key strategic DTF accounts, including direct customer engagement, executive-level discussions, and long-term relationship development to secure repeat and expansion business.
- Drive the achievement of regional DTF business objectives in line with the approved Business Plan, including sales revenue, profitability, and sustainable growth targets.
- Lead and support regional sales teams and channel partners in opportunity identification, deal qualification, pricing alignment, and deal closure for DTF solutions.
- Work closely with regional pre-sales, post-sales, service, and product teams to ensure integrated customer engagement, solution readiness, and successful project execution.

- Ensure adherence to regional sales governance, approval processes, and compliance requirements, including pricing, contracts, and internal approval workflows

Requirements:

- Minimum S1 (Bachelor) degree in any major
- Minimum 10 years of experience in sales, business development, or commercial roles within a B2B or industrial product environment.
- Strong understanding of textile industry, preferably within Direct to Fabric (DTF) digital printing business or other solution-based printing environments.
- Strong key account management and channel management skills
- Capability to work cross-functionally with pre-sales, post-sales, service, and product teams to deliver integrated customer solutions and successful project execution
- Strong stakeholder management skills, with the ability to engage effectively with regional management, HQ, sales companies, partners, and customers

**Notice:** By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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## Company Description