



PR/123866 | National Sales Manager

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1599801

Industry

Restaurant, Food Service

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 Description:

- Develop and execute national sales strategy for milk powder products
- Drive achievement of sales volume, revenue, and market share targets
- Lead and manage nationwide sales teams and regional managers
- Build and strengthen distribution networks across General Trade, Modern Trade, and e-commerce
- Manage relationships with key distributors and key accounts
- Oversee sales forecasting, budgeting, and P&L performance
- Monitor market trends, competitor activities, and consumer insights

- Ensure product availability, visibility, and in-store execution excellence
- Collaborate cross-functionally with Marketing, Supply Chain, and Finance teams
- Provide regular sales performance reports and strategic recommendations
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Requirements:

- Bachelor's degree in Business, Marketing, or related field
- 8–12 years of experience in FMCG sales with exposure to dairy or milk powder category
- Minimum 3–5 years in a managerial or national/regional leadership role
- Strong knowledge of GT, MT, distributor management, and e-commerce channels
- Proven track record of achieving sales targets and managing large-scale operations
- Strong leadership and team management capabilities
- Excellent analytical, strategic thinking, and problem-solving skills
- Strong communication, negotiation, and stakeholder management skills
- Experience in sales forecasting, budgeting, and P&L management
- Willingness to travel nationally and work in a dynamic environment

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Company Description