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JAC Recruitment Indonesia

PR/123880 | B2B Sales Staff (Pipe & Construction Materials)

Job Information

Recruiter

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Job ID

1599809

Industry

Civil Engineering and Construction

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

August 7th, 2026 15:00

General Requirements

Minimum Experience Level

Over 1 year

Career Level

Mid Career

Minimum English Level

Daily Conversation

Minimum Japanese Level

Basic

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Clients Summary

Our client, **a leading Japanese construction materials manufacturing company**, is seeking a results-driven B2B Sales Staff to expand their market presence in the pipe industry.

Key Responsibilities

- Promote and sell pipe products (HDPE, PVC, PPR) to distributors, contractors, and project owners
- Build and maintain strong customer relationships
- Achieve sales targets and conduct regular field visits
- Prepare product presentations and proposals

- Monitor market trends and competitor activities

Requirements

- Minimum Diploma or Bachelor's degree in Marketing or related field
- Minimum 2 years of B2B sales experience in pipe industry (HDPE, PVC, PPR, or similar)
- Strong knowledge of pipe products and fittings for construction/industrial applications
- Existing network with distributors, contractors, or project owners
- Excellent negotiation, presentation, and communication skills
- Fluent in English (written and verbal)
- Target-oriented and willing to conduct field visits

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