



PR/123892 | Sales Manager B2B (Daging & )

## Job Information

**Recruiter**

JAC Recruitment Indonesia

**Job ID**

1599816

**Industry**

Restaurant, Food Service

**Job Type**

Permanent Full-time

**Location**

Indonesia

**Salary**

Negotiable, based on experience

**Refreshed**

June 26th, 2026 11:56

## General Requirements

**Minimum Experience Level**

Over 6 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:**

- Manage and grow key account and Horeca accounts to drive revenue and long-term partnerships.
- Identify new business opportunities and accelerate sales growth across Foodservice channels.
- Lead New Product Development (NPD) initiatives from concept to commercialization.
- Oversee e-commerce and General Trade channels to optimize sales, distribution, and profitability.
- Drive business performance through strategic pricing, negotiation, and market analysis.

**Requirements:**

- 5–8 years of B2B sales experience in meat, poultry, or food industry (Horeca/QSR exposure preferred).
- Proven track record in key account management and achieving sales targets.
- Strong understanding of meat products and distribution channels.
- Ability to develop new business and expand market coverage.
- Strong communication and stakeholder management skills.

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## Company Description