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JAC Recruitment Indonesia

PR/123949 | Sales Marketing Assistant Manager (Automotive Injection Molding)

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1604837

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

August 25th, 2026 11:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Key Responsibilities

1. Develop and maintain strong relationships with existing automotive customers and identify new business opportunities.
2. Manage sales activities, including RFQ handling, quotation preparation, price negotiations, and contract discussions.
3. Coordinate closely with customers, engineering, production, quality, and logistics teams to ensure smooth project execution.
4. Conduct market research and competitor analysis to identify industry trends and business opportunities.
5. Support new product development (NPD) and launch activities with customers.
6. Prepare sales forecasts, budgets, and monthly management reports.
7. Handle customer complaints and coordinate corrective actions with internal departments.
8. Represent the company during customer visits, audits, exhibitions, and business meetings.

Qualifications

1. Bachelor's Degree in Business Administration, Marketing, Engineering, or a related field.
2. Minimum 5 years of sales and marketing experience in an automotive injection molding manufacturing company.
3. Strong understanding of automotive plastic injection molding processes, tooling, and automotive supply chain requirements.
5. Proven experience handling automotive OEMs and Tier 1/Tier-2 suppliers.

6. Fluent in English (spoken and written) and able to communicate effectively with international customers.
7. Strong negotiation, presentation, and customer relationship management skills.
8. Experience in quotation management, cost analysis, and project coordination.
9. Proficient in Microsoft Office applications (Excel, PowerPoint, Word).
10. Willingness to travel for customer visits and business development activities.

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Company Description