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JAC Recruitment Indonesia

PR/123967 | GM Sales

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1605542

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

August 18th, 2026 05:00

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 sales strategies to achieve revenue, profit, and market share targets.
- Lead, coach, and manage the Sales team to drive high performance.
- Identify and develop new business opportunities within Manufacturing and Packaging industries.
- Build and maintain strong relationships with key customers and strategic accounts.
- Drive sales of Coding & Marking solutions, including CIJ, TIJ, Laser Marking, TTO, and Labeling systems.
- Collaborate with Service, Technical, and Marketing teams to deliver customer solutions.
- Monitor market trends, competitor activities, and customer needs.

- Prepare sales forecasts, pipeline reviews, and management reports.
- Negotiate commercial agreements and oversee major tender/projects.

Requirements:

- Bachelor's degree in Engineering, Business, Marketing, or related field.
- Minimum 10 years of B2B industrial sales experience, with at least 5 years in a leadership role.
- Strong experience in Coding & Marking, Industrial Automation, Packaging Machinery, Labeling, or related industries.
- Proven track record in achieving sales growth and managing key accounts.
- Strong leadership, negotiation, and business development skills.
- Good understanding of manufacturing processes and industrial customers.
- Strong networking within FMCG, Pharmaceutical, Food & Beverage, and Manufacturing sectors.
- Fluent in English and Bahasa Indonesia.
- Willing to travel extensively.

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