



PR/124021 | Retail Sumatera Regional Head

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1611382

Industry

Retail

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

September 8th, 2026 10:40

General Requirements

Minimum Experience Level

Over 10 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

About the role

On behalf of our client, a **leading player in the retail industry specializing in wellness products**, we are seeking an **experienced and hand on Regional Head** to lead **sales operations** and **drive business growth** across the region.

This role is critical in **shaping retail sales strategies, expanding market reach**, and ensuring **consistent performance across dealer networks, showrooms, and modern trade channels**.

Requirements

1. **Bachelor's degree** in Marketing, Management, or related field.
2. **10+ years of sales experience**, with at least **3 years in a managerial role within retail/wellness products**.
3. **5+ years of hands-on sales experience in Medan**, with strong knowledge of **local retail market, customer**

behavior, and business dynamics.

4. **Proven track record** in leading large teams and consistently achieving **sales targets**. A **hands-on, commercially driven leader**, comfortable working on the ground, building dealer relationships, and turning strategy into results.

Key responsibilities

1. **Develop and execute retail sales & distribution strategies** across dealer, showroom, and e-commerce channels to achieve regional targets.
2. **Lead sales execution** and continuously expand **market share** in Medan and surrounding areas.
3. **Strengthen dealer networks** and ensure strong penetration in local retail channels.
4. **Monitor channel performance**, identify gaps, and implement corrective actions to stay on track with targets.
5. **Drive cost control and operational efficiency** across all retail operations.
6. **Identify new market opportunities** in household, hospitality, and corporate sectors for wellness products.
7. **Coach and motivate sales managers** to deliver results through market penetration, marketing optimization, and cross-selling initiatives.
8. **Collaborate closely with Head Office** on policies, budgets, sales reporting, and people development.

#LI-JACID

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Company Description