



PR/124028 | GM Sales & Marketing

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1611385

Industry

Other (Trade)

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

Business Level

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

This is a top level position, in which the candidate will develop short term and long term plans, design a suitable strategy for the whole company wide sales divisions. He will integrate management inputs to establish the strategic direction of products in terms of profit, sales, and desired product positioning within the market. The candidate must be commercially driven while at the same time have a strong technical background.

Key Responsibilities:

- Manages, implement, and control the execution of programs and strategies defined in the marketing plans.
- Work closely with sales teams to ensure full communication and success of marketing plans.
- Maintains high level of product quality while at the same time achieves sales and profitability performance.

Requirements:

- Candidate must possess at least a Bachelor's Degree in Engineering (Industrial), Engineering (Mechanical) or equivalent, preferably a Master's Degree in Business Studies / Administration / Management, Marketing.
- Required Skills: Business Development, Strategy, Analytical Skills, and Business Planning.
- Required language(s): English.
- Must have a very strong experience in the Industrial market. At least 20 Year(s) of working experience in the Industrial sales field is required for this position. 10 of which must be as a Senior Manager.
- Experience in Change Management and turnaround under performing business.
- Preferably Senior Manager specialized in General Sales Management of Industrial products or equivalent.

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Company Description