

PR/124050 | Dairy Sales Manager

Job Information

Recruiter
JAC Recruitment Indonesia

Job ID
1612847

Industry
Restaurant, Food Service

Job Type
Permanent Full-time

Location
Indonesia

Salary
Negotiable, based on experience

Refreshed
October 27th, 2026 06:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Fluent Level

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 **Food Ingredients industry**, we are seeking an experienced **Sales Manager** to drive **business growth** and expand the company's presence within the **Dairy Ingredients market**, including **cheese, yoghurt, milk, and related dairy solutions**.

This role is responsible for leading **sales strategy**, **business development**, and **key account management**, while leveraging strong **dairy ingredients expertise** to deliver **solution-based offerings** to customers. The Sales Manager will play a key role in driving **revenue growth**, strengthening **customer relationships**, identifying **new market opportunities**, and leading a **high-performing sales team** to achieve business objectives.

Requirements

- **Bachelor's Degree** in **Food Science, Food Technology, Biochemistry,** or other related **Science fields**.
- Minimum **5 years of experience** in **sales, business development,** or **key account management** within the **Food Ingredients industry**, with a strong focus on **Dairy products** (**cheese, yoghurt, milk,** etc.).
- Proven track record in driving **sales growth**, achieving **revenue targets**, and expanding **business opportunities**.
- Strong knowledge of **dairy ingredients**, **food applications**, **market trends**, and **customer requirements**.
- Experience managing **key accounts**, building **stakeholder relationships**, and conducting **commercial negotiations**.
- Strong **commercial acumen** with excellent **communication, presentation,** and **problem-solving skills.**
- Proficient in **sales forecasting,performance analysis**, **KPI management**, and **market intelligence.**
- Proven **leadership abilit**y with experience **coaching, mentoring,** or **managing sales teams.**

Responsibilities

- Develop and execute **strategic sales plans** to drive **revenue growth**, achieve **sales targets,** expand **market presence**, and maximize **business profitability**.
- Identify and secure **new business opportunities** through **market analysis,customer engagement**, **competitor monitoring,** and collaboration with **internal teams** to support growth initiatives.
- Build and manage strong relationships with **key accounts** and **stakeholders**, understand **customer requirements,** and deliver **value-added dairy product solutions** that support **long-term business growth.**
- Provide **commercial** and **technical expertise** on dairy products, including **product recommendations, application support, customer presentations,** and **industry insights.**
- Monitor and analyze **sales performance, forecasts, market trends,** and **key business metrics** to support **data-driven decision-making** and **continuous improvement.**
- Lead, coach, and develop the **sales team,** fostering strong **customer management, commercial excellence,** and a **high-performance sales culture** while representing the company professionally in the marketplace.

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