

PR/124057 | Key Account Sales

Job Information

Recruiter
JAC Recruitment Indonesia

Job ID
1614143

Industry
Other (Manufacturing)

Job Type
Permanent Full-time

Location
Indonesia

Salary
Negotiable, based on experience

Refreshed
November 17th, 2026 14:00

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

JAC Recruitment Indonesia is currently assisting an international leader in coding, printing, and marking equipment and solutions. Our client has been expansion their business in the US, Brazil, Russia, and other markets, and now is strengthening their presence in Indonesia.

Main Responsibilities

1. Develop and execute key account sales strategies for the Indonesian market to achieve sales and profit targets.
2. Identify, develop, and maintain strategic relationships with key accounts in target industries.
3. Manage the full key account project cycle: opportunity development, solution presentation, commercial negotiation, delivery coordination, and payment collection.
4. Build brand image and increase market share in Indonesia.
5. Work with HQ to select and manage local channels, partners, and suppliers, and build strategic relationships.

6. Collect and analyze market and competitor intelligence, provide feedback to HQ, and support product and sales strategy optimization.

Job Requirements

- Bachelor’s degree or above.
- 3+ years of sales experience in industrial equipment, coding/marking, packaging, automation, or related industries preferred.
- Experience in key account development in Indonesia and local customer resources preferred.
- Fluent in English. Chinese Speaking is a plus
- Strong interpersonal and communication skills.
- Comfortable working with multiple stakeholders from different cultures.
- Strong business acumen.
- Self-motivated, result-driven, and resilient.
- Willing to accept overseas business trips and long-term relocation.

Benefit Offers:

- Fast career development, with the potential to become Country Manager / Regional Head.
- Global business exposure and tailored training at Shanghai HQ.
- Opportunity to bring your ideas into reality.
- Competitive salary + performance incentives.
- Fair and transparent rewarding scheme.
- International and diverse team environment.

Work Locations:
The work location is in Jakarta or Surabaya.

Note: The location is flexible and can be selected based on your residence or the market you are most familiar with.
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.

Privacy Policy Link: https://www.jac-recruitment.co.id/privacy-policy
Terms and Conditions Link: https://www.jac-recruitment.co.id/terms-of-use

Company Description