



JAC Recruitment

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JAC Recruitment Indonesia

PR/124080 | Sales Manager

Job Information

Recruiter

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Job ID

1614578

Industry

Petrochemical, Energy

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

September 29th, 2026 10:34

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 Descriptions:

Customer Relationship Management

- Build and maintain strong relationships with key customers through regular visits
- Conduct key stakeholder mapping within customer organizations
- Understand customer decision-making processes and structures

Sales Support (High-Level)

- Obtain advance information on customers' tire purchasing plans Monitor progress of customer decision-making processes

- Provide inputs for sales strategy development

Information Gathering & Analysis

- Collect market, competitor, and customer information
- Analyze, structure, and report collected information
- Provide timely alerts on critical business opportunities Internal

Internal Coordination

- Act as a bridge between Sales, Field Engineering (FE), and Administration teams to create added value
- Respond to and support requests from HQ (Japan)

Job Requirements:

- More than 8 years experience in tire or mining industry
- Experience handling national/multinational mining accounts and multi site-customers
- Experience with mining/heavy equipment customers

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Company Description