



PR/124095 | Sales Supervisor / Leader (SPM & Factory Automation)

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1616056

Industry

Automobile and Parts

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

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General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Daily Conversation

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

About the role

The Sales Supervisor / Leader role focuses on technical sales and business development for Special Purpose Machines (SPM), factory automation systems, and industrial equipment. The position works closely with customers and internal engineering teams to identify technical requirements, propose suitable solutions, and support project execution.

Responsibilities

- Identify customer requirements and propose suitable technical sales solutions.
- Conduct customer visits, gather technical information, and prepare quotations.
- Develop and maintain relationships with industrial customers.
- Coordinate with engineering and project teams to support smooth project execution.
- Achieve sales targets and support business development activities.

Requirements

- Diploma or Bachelor's degree in Mechanical Engineering, Electrical Engineering, Industrial Engineering, or a related field.
- 3–7 years of experience in B2B technical or industrial sales.
- Technical knowledge of SPM, factory automation, PLC/control systems, welding equipment, or industrial electrical equipment.
- Ability to read technical drawings and understand customer specifications.
- Strong communication, presentation, and negotiation skills.
- Proficient in Microsoft Office, including preparing quotations and reports.
- Target-oriented, proactive, and able to work independently.
- Valid driving licence and willingness to travel.

About the company

A company in the engineering and trading industry providing industrial equipment and engineering solutions. Its business activities include factory automation systems, welding systems and equipment, electrical equipment, and related engineering services.

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Company Description