



PR/124096 | Sales Assistant Manager

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1616057

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

October 6th, 2026 10:29

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

- Manage and develop existing customer accounts, including handling inquiries, quotations, orders, and sales follow-ups
- Develop new business opportunities and expand the customer base within the steel and related industries
- Identify and follow up on project-based sales opportunities, including construction, infrastructure, manufacturing, and other industrial projects
- Understand customer and project requirements and coordinate with suppliers to provide suitable steel products and commercial proposals
- Negotiate pricing, specifications, delivery schedules, and other commercial terms with customers and suppliers
- Maintain relationships with customers, suppliers, and business partners, including Japanese clients
- Conduct market research and monitor steel market trends, competitors, and potential business opportunities
- Coordinate with internal departments to ensure smooth order processing and timely delivery

- Prepare sales reports and forecasts and achieve assigned sales targets
- Other tasks as assigned

- Bachelor's degree in any major
- Business level of Japanese (equal to N1) and Business level of English proficiency
- Have 5 years of experience as Sales or Business Development handling Steel
- Proficient in Ms. Office
- Good negotiation, communication, and customer relationship management skills

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Company Description