

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
November 3rd, 2026 12:00

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

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