

PR/124114 | Senior Sales Staff

Job Information

Recruiter
JAC Recruitment Indonesia

Job ID
1616768

Industry
Other (Manufacturing)

Job Type
Permanent Full-time

Location
Indonesia

Salary
Negotiable, based on experience

Refreshed
October 27th, 2026 11:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Basic Level

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 Senior Sales Staff role focuses on managing customer relationships and commercial activities within automotive manufacturing. The position plays an important role in quotation management, price negotiations, customer forecasting, and coordination with OEM customers and internal departments.

Responsibilities

- Process customer quotation requests and prepare commercial proposals.
- Develop feasibility studies and manage part order documentation.
- Coordinate with internal departments to ensure on-time delivery schedules.
- Manage engineering changes and customer confirmation requests.
- Handle price negotiations and customer forecast planning.
- Maintain strong customer relationships and support business growth.

Requirements

- Bachelor's degree in Industrial Engineering, Marketing, or a related Engineering field.

- Minimum 3–5 years of experience in sales or sales engineering within automotive manufacturing.
- Experience handling OEM customers within a Tier 1 automotive supplier is required.
- Experience working in a Japanese company is preferred.
- Strong English communication skills, both written and verbal.
- Knowledge of technical drawings is an advantage.
- Advanced Microsoft Excel and PowerPoint skills.
- Strong negotiation, communication, and interpersonal skills.
- Willing to work in Karawang.

About the company

A company in the automotive component manufacturing industry with Japanese origins. The company operates within the automotive supply chain and focuses on supporting its customers through manufacturing and commercial activities.

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Company Description