

PR/124115 | Technical Sales Manager

Job Information

Recruiter
JAC Recruitment Indonesia

Job ID
1616769

Industry
Other (Manufacturing)

Job Type
Permanent Full-time

Location
Finland

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
Business Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

The Technical Sales Manager role offers the opportunity to drive business growth across Indonesia's industrial manufacturing sector. Combining technical expertise with commercial acumen, the position focuses on developing customer networks, delivering application-based technical solutions, and expanding business opportunities across a broad range of manufacturing industries.

Responsibilities

- Drive and achieve sales targets within the Industrial Manufacturing business area.
- Develop new distributors and customers across industries including Automotive Manufacturing, Aerospace, Precision Engineering, Metal Fabrication and Toolmaking, Tier Parts Manufacturing, and Wood & Furniture Manufacturing.
- Provide technical support and product training to distributors and customers.
- Support and assist existing distributors with sales development activities and product updates.
- Deliver on-site field support for customer applications and after-sales activities.
- Conduct field testing and evaluation of new product ranges.
- Support exhibitions, seminars, roadshows, and other marketing activities.

Requirements

- Bachelor's Degree in a Technical or Engineering discipline preferred.
- Minimum 5 to 7 years of experience, preferably within Industrial Manufacturing.
- Possess a valid driving licence and own a car.
- Hands-on experience in technical demonstrations and sales.
- Good communication skills in both English and Indonesian.
- Computer literacy including Microsoft Office, Outlook, CRM systems, and social media platforms.
- Experience within the abrasives industry is preferred.
- Organised, self-motivated, and able to work independently.
- Experience in value-based selling is advantageous.

About the Company
A global organisation in the surface finishing industry, this company helps businesses enhance product quality and operational efficiency through technical expertise and innovative solutions. With an established presence in the Asia-Pacific region, it partners with customers across a broad range of industries to support their manufacturing requirements.

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Company Description