

PR/124122 | National Sales Manager – Bakery, Pastry & Chocolate Ingredients

Job Information

Recruiter
JAC Recruitment Indonesia

Job ID
1616775

Industry
Chemical, Raw Materials

Job Type
Permanent Full-time

Location
Italy

Salary
Negotiable, based on experience

Refreshed
October 27th, 2026 11:00

General Requirements

Minimum Experience Level
Over 10 years

Career Level
Mid Career

Minimum English Level
Fluent Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

A leading international manufacturer in the food ingredients industry is seeking a National Sales Manager for its Bakery, Pastry & Chocolate Ingredients division.
This position offers an opportunity to lead nationwide sales growth by expanding market presence, building strategic customer partnerships, and accelerating business growth across the industrial, HORECA, and retail sectors.

Responsibilities

- Generate new business opportunities, acquire key accounts, and drive sustainable revenue growth across Indonesia
- Build strong customer relationships and increase revenue through existing accounts and new account development
- Develop and manage distributor partnerships to strengthen market penetration and support business growth
- Promote chocolate, confectionery, bakery ingredient, and specialty fats and oils solutions through customer engagement, product demonstrations, and market development initiatives

Requirements

- Fluency in English and Bahasa Indonesia
- Willingness to travel extensively across Indonesia, up to 70%
- Bachelor’s degree in a relevant discipline; a bakery or pastry background would be an advantage
- Minimum 10 years of sales experience in selling bakery, pastry & chocolate ingredient solutions
- 3–5 years of experience in a senior leadership position, such as National Sales Manager, Country Sales Manager, or Senior Business Development Manager
- Strong track record of expanding distributor networks, securing large-scale key accounts, and driving sustainable revenue growth across Indonesia

About the company

A European company in the food ingredients industry, this organisation is guided by a commitment to quality, integrity, and responsible business practices. The company provides raw materials and tailored solutions for professional food applications.

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Company Description