

PR/124147 | Sales Assistant Manager

Job Information

Recruiter
JAC Recruitment Indonesia

Job ID
1619255

Industry
Retail

Job Type
Permanent Full-time

Location
Indonesia

Salary
Negotiable, based on experience

Refreshed
November 10th, 2026 11:00

General Requirements

Minimum Experience Level
Over 6 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

Main Responsibilities:

- Manage and develop sales performance across Modern Trade (MT) accounts, retailers, and distributors to achieve sales targets and business growth.
- Build and maintain strong relationships with key customers, retailers, and distributors while negotiating business opportunities and promotional activities.
- Lead, coach, and monitor the sales team to ensure effective execution of sales strategies and achievement of individual and team KPIs.
- Analyze sales performance, market trends, and competitor activities to identify business opportunities and recommend growth initiatives.
- Collaborate with marketing and trade marketing teams to execute promotions, merchandising programs, and in-store activities.

- Monitor distributor operations, inventory levels, product availability, and distribution coverage to ensure efficient market execution.
- Prepare sales forecasts, business reports, and performance reviews, providing recommendations to improve sales productivity and profitability.

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Company Description