

PR/124152 | Sales Senior Manager

Job Information

Recruiter
JAC Recruitment Indonesia

Job ID
1619259

Industry
Automobile and Parts

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
Fluent Level

Minimum Japanese Level
Basic Level

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

About the role
Our client is seeking an experienced Sales Senior Manager to strengthen relationships with major OEM customers and drive business growth within the automotive industry. This position will focus on strategic account management, business development, market intelligence, and executive-level stakeholder engagement.

Responsibilities

- Develop and strengthen relationships with major OEM customers and key decision makers.
- Identify and secure new business opportunities and RFQ projects.
- Lead commercial discussions and support pricing negotiations.
- Gather market intelligence, customer insights, and competitor information.
- Develop sales strategies and regularly report business performance to management.
- Lead and support the sales team to achieve business targets.

Requirements

- Bachelor's degree in any field.
- Minimum 5 years of experience at GM level or above within an OEM group company or Tier 1 automotive supplier.
- Strong experience dealing with Purchasing, Engineering, and Management stakeholders.
- Business-level Japanese or English communication skills.
- Proven track record in business development and key account management.
- Strong network within the automotive industry is highly preferred.
- Experience handling major OEM accounts is an advantage.

Benefits

- Company car provided for business use.
- Annual performance bonus.
- Transportation and business expense reimbursement.
- Meal support and other company facilities.

About the company
A company in the automotive component manufacturing industry. The company is part of an established Japanese automotive supplier group serving major OEM customers in Indonesia.

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Company Description