

PR/124162 | Operations Director (Furniture)

Job Information

Recruiter
JAC Recruitment Indonesia

Job ID
1621154

Industry
Other (Manufacturing)

Job Type
Permanent Full-time

Location
Indonesia

Salary
Negotiable, based on experience

Refreshed
November 3rd, 2026 10:54

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

About the Role

The **Operations Director** plays a critical role in driving the company's overall **business performance** by leading and integrating **sales, marketing, manufacturing, and operational functions** within the furniture and interior solutions business. This position is responsible for developing and executing **commercial and operational strategies** that align **market demand with production capacity** , ensuring sustainable growth, profitability, operational excellence, and customer satisfaction. The Operations Director will oversee **end-to-end business activities**, balancing revenue generation, production capacities, quality standards, and resource utilization to achieve both short-term targets and long-term organizational objectives.

Working closely with **cross-functional teams**, customers, business partners, and key stakeholders, the Operations Director will provide **strategic leadership** across commercial and factory operations while ensuring seamless coordination between **sales projections, project execution, and manufacturing output.** The successful candidate will combine strong

commercial acumen with extensive **furniture industry experience**, leveraging **data-driven decision-making, production management systems,** and **continuous improvement initiatives** to enhance operational efficiency, support business expansion, and maintain the company's competitive position in the market.

Qualifications

- Bachelor's degree in the areas of architecture engineering, civil engineering or interior design.
- **10+ years of experience in operations, sales, and marketing with background in furniture manufacturing or furniture industry (mandatory)**
- Strong understanding of production management systems and data analytics
- Able to work with targets and under pressure
- Proficient in design software
- **Energetic and polished individual with excellent communication and problem-solving skills**

Responsibilities

- **Develop integrated sales & marketing strategies aligned with production capacity and establish business plans to achieve company targets**
- Supervise daily activities of the sales team, seek business partners, and ensure sales and business targets are consistently met
- Ensure smooth daily operations, manage budgets, implement quality control, and improve overall efficiency in both factory and business areas
- Monitor the sales & marketing team to achieve company goals
- **Understand MRP (Material Requirements Planning) or SPC (Statistical Process Control) systems to support operational and sales decision-making**
- Ensure demand and supply are balanced between the sales team and the factory team
- **Ensure all business projects can be absorbed by the factory in production processes and meet production targets.**

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Company Description