



JAC Recruitment

We are recruitment specialists around the globe

Indonesia

PR/122845 | B2B Sales Manager

募集職種

人材紹介会社

ジェイエイシーリクルートメントインドネシア

求人ID

1538094

業種

レストラン・フードサービス

雇用形態

正社員

勤務地

インドネシア

給与

経験考慮の上、応相談

更新日

2025年05月01日 20:10

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

Responsibilities:

- Find new customers and explore new markets to grow the business in Indonesia.
- Develop new customers, products, and markets to increase sales and profit.
- Gather market intelligence on trends, competitors, and new products.
- Support customer service by ensuring timely delivery of goods and on-time payments.
- Provide insights to marketing and product teams about new products and competitors.
- Prepare accurate and timely reports on sales activities.
- Focus on target industries: Industrial Bakery, Confectionery, Ice Cream, and Dairy.

- Travel up to 60% for business purposes.

Requirements:

- Bachelor's degree in science, preferably in Food Technology.
- 5-8 years of experience in B2B ingredient sales.
- Strong communication skills to work with internal teams (R&D, Finance, Supply Chain) and external partners.
- Good knowledge of the Indonesian food industry and market trends.
- Experience in B2B sales for the food industry, especially in confectionery, ice cream, and biscuits.
- Proficient in English (written and spoken).
- Ability to communicate in Mandarin (written and spoken).
- Skilled in Google-based tools, MS Office (Excel, PowerPoint, Word).
- Proactive, self-motivated, and responsible.
- Adaptable to changes and able to handle dynamic work situations.
- Strong teamwork and project management skills.

会社説明