



PR/122934 | Sales Leader (Kalimantan Area)

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

1538145

業種

その他（メーカー）

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 20:11

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

Requirements:

- Min. S1 from any major (preferably from reputable university) GPA min. 2.75
- Min. 4 years' experience in direct selling (Salesman)
- Having experience in leading team
- Preferably from leasing, industrial, automotive, forestry, agriculture, mining, heavy equipment (only with proven achievements) or related industry
- Willing to be placed across Indonesia

Job Descriptions:

- Accountable for monitoring Sales performance to ensure PS targets for Sales and cost at the Branch are met.
- Accountable for managing relationship with Customers and resolve commercial issues collectively with Branch Head
- Accountable for ensuring Sales Reps follow Sales policies and processes (including evaluating quality of report such as visit reports, MEP data, demand forecast as well as accuracy of Sales document, e.g., quotation, purchase order, invoice) based on guidance from Area PS Sales Compliance Manager.
- Accountable for ensuring the development of subordinate's competencies and career progression.
- Responsible for providing inputs to Branch Managers on PS Sales budgeting in accordance to annual account planning output.
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- Responsible for identifying target accounts and assign Customer coverage to Sales Reps.
- Responsible for reviewing Sales Reps activity plan, Customer visit plans and visit reports.
- Responsible for reviewing price (including discount given), terms and conditions of the offers to Customers.
- Responsible for reviewing Parts forecast submitted by Sales Reps.
- Responsible for consolidating information and provide feedback to HO on changes in committed demand forecast (e.g., cancellation, delay), major fleet movement and Customers maintenance plan.
- Responsible for evaluating Sales Reps performance and provide the required guidance/ coaching to help them achieve their Sales targets.