



JAC Recruitment

We are recruitment specialists around the globe

Indonesia

PR/122860 | Sales Supervisor

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

1541703

業種

自動車・自動車部品

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20日 13:16

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

Job Description

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- Lead, mentor, and motivate a team of sales representatives to achieve and exceed sales targets within a designated territory.
- Develop and implement effective sales strategies and tactics to maximize sales opportunities and market penetration.
- Monitor sales performance, analyze market trends, and identify areas for improvement.
- Provide ongoing coaching, training, and support to the sales team to enhance their product knowledge, sales skills, and customer service abilities.
- Build and maintain strong relationships with key dealers and customers.
- Ensure compliance with company policies and procedures.
- Prepare and present sales reports, forecasts, and analysis to management.
- Collaborate effectively with other departments, including marketing, production, and customer service, to ensure seamless customer experience.
- Stay up-to-date on industry developments, competitor activities, and product updates.

Requirements

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- Bachelor's degree in Business Administration, Marketing, or a related field.
- Proven experience (typically 3-5 years) in a sales role within the automotive industry, with demonstrated success in achieving sales targets.
- Previous experience in a supervisory or team leadership role is highly preferred.
- Strong understanding of the automotive market, including vehicle features, pricing, and competitive landscape.
- Excellent communication, interpersonal, and negotiation skills.
- Exceptional leadership, coaching, and mentoring abilities.
- Strong analytical and problem-solving skills with the ability to interpret sales data and market trends.

会社説明