



JAC Recruitment

We are recruitment specialists around the globe

Indonesia

PR/122955 | Sales Assistant Manager (Chemical)

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

1541752

業種

化学・素材

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 13:17

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

Our client, a chemical trading company, is looking for a candidate with details as follows:

Job Description:

As a Sales Assistant Manager, you will be responsible for developing and expanding our customer base within the Indonesian market. You will play a key role in promoting our raw chemical products and building strong relationships with clients in industries such as food, plastics, flexible packaging, and other relevant sectors. Your responsibilities will include:

- Developing and implementing sales strategies to achieve sales targets and maximize profitability.
- Identifying and pursuing new business opportunities, as well as managing and growing existing accounts.
- Conducting market research and analysis to identify customer needs and market trends.
- Providing technical support and product information to customers.
- Negotiating contracts and pricing agreements.
- Collaborating with internal teams, such as marketing and logistics, to ensure customer satisfaction and efficient order fulfillment.
- Preparing sales reports and forecasts for management review.
- Representing the company at industry events and trade shows.
- Managing sales budgets and controlling expenses.

Requirements:

- Bachelor's degree in Chemistry, Chemical Engineering, Business Administration, or a related field.
- Minimum of 3-5 years of experience in a sales role within the chemical industry, with a proven track record of success.
- Strong knowledge of raw chemical products and their applications in various industries (food, plastics, flexible packaging, etc.).
- Excellent communication, negotiation, and interpersonal skills.
- Ability to build and maintain strong relationships with customers at all levels.
- Self-motivated, results-oriented, and able to work independently as well as part of a team.
- Strong analytical and problem-solving skills.
- Proficiency in Microsoft Office Suite (Word, Excel, PowerPoint).
- Fluency in English and Bahasa Indonesia is essential.
- Willingness to travel within Indonesia as required.
- Familiarity with sales reporting tools and CRM systems is a plus.
- Prior experience in a trading company is preferred.

会社説明