



JAC Recruitment

We are recruitment specialists around the globe

Indonesia

PR/122990 | National Sales Manager (English Speaker)

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

1542472

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27日 10:43

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

Location: BSD, Tangerang

Industry: Racking Manufacturing (Supplier of Racking Systems for the Retail & FMCG Sector)

As National Sales Manager you will become the right hand of the Director. You will take lead to charge in expanding markets, increasing revenue, building a high-performing team, and representing the company at international exhibitions so fluency in English is a must.

Qualifications:

1. Experience working in a global or multinational company.
2. Minimum 10 years of proven experience in B2B sales within retail and FMCG sectors.
3. Strong track record in advising and working directly with a director or C-level.
4. Demonstrated expertise in P&L management – from budgeting to profitability analysis.
5. Fluency in English (MUST).
6. Hold a bachelor's or master's degree in the field of business management, operations, or a related field.

Responsibilities:

1. Sales Growth

Achieve sales targets and grow revenue across all product lines, areas, and sales channels.

2. Profit Management

Keep a good profit margin by choosing the right product mix and using promotion budgets wisely.

3. P&L Responsibility

Take full ownership of national P&L, ensuring strong financial performance and sustainable growth.

4. Route-to-Market

Find new business opportunities through better area management and account planning.

5. Team Development

Build a strong team by encouraging learning, supporting career growth, and preparing future leaders.

Think you tick all the boxes? Great!

After applying, send me a DM on my LinkedIn (Milysa Tjandra) briefly explaining why you're the best fit for this role.

Your next big career move starts here!

#LI-JACID

会社説明