



JAC Recruitment

We are recruitment specialists around the globe

Indonesia

## PR/123002 | Wholesale 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

1544013

## 業種

小売

## 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06月10日 10:45

## 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 Qualification:

- Minimum of 10 years of experience in wholesale and retail sales of household goods.
- Proven track record of developing new wholesale and retail buyers.
- Experience in a nationwide wholesale and retail network in Indonesia.
- Excellent communication and negotiation skills.
- Proficiency in MS Office (Word, Excel, and PowerPoint).
- Bachelor's degree in Business, Marketing, or a related field (preferred).
- Specialization in wholesale, distributor sales, or equivalent (advantageous).

- Experience in handling export and import processes.
- Knowledge and experience in the home shopping business.
- Strong analytical and problem-solving abilities.
- Fluent in English (both spoken and written).
- Highly organized and detail-oriented.
- Strong interpersonal and leadership skills.
- Fluency in Korean (listening, speaking, reading, and writing) is a plus.

Job Description:

- Identifying and contacting potential business partners, vendors, and suppliers.
- Seeking and managing bulk orders and purchases.
- Establishing new and existing long-term business relationships.
- Negotiating contract terms and conditions with business partners and vendors.
- Developing and achieving sales objectives.
- Reviewing sales figures and performances.
- Analyzing and developing strategies to maximize sales.
- Organizing and maintaining inventory.
- Ensuring all shipments are received and dispatched on time.
- Reviewing sales KPIs and preparing sales reports.
- Anticipating demand and acquiring new materials.
- Maintaining a record of all accounts payable and receivable.

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会社説明