



JAC Recruitment

We are recruitment specialists around the globe

Indonesia

PR/123027 | District Sales Manager - EAPI

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

1545488

業種

小売

雇用形態

正社員

勤務地

カナダ

給与

経験考慮の上、応相談

更新日

2025年06月24日 10:47

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

- Analyse and evaluate current strategies and procedures currently used at Emerging Asia and Pacific Distributors (EAPI) and implement processes to improve the efficient use of organisations' resources.
- Provide day-to-day direction and management of Distributors, and recommend policy changes to fulfil objectives, achieve goals, and maximize revenue streams.
- Provide regular feedback, analysis and progress reports as needed to assist the organization in determining the right model and growth plan for the business in EAPI countries.
- Innovative and intuitive approach to researching key target markets and new opportunities, combined with advanced evaluation, reporting and decision-making skills with a result driven focus.
- Play a significant role in long-term planning including an initiative geared toward operational excellence.
- Supporting the development of the project scope, objectives, approach and timeline with the cross functional team.
- Responsible for maintaining and developing client-business relationships (Emerging Asia Pacific Distributors).
- Design, communicate and implement annual sales plans for the EAPI market that outlines strategies and targets, aligned with the regional and global objectives for all product lines and PA&A.
- Ensure that regional unit sales (Retail/Wholesale) and PA&A Sales targets (in value) are achieved and monitor progress

- Oversee sales policies, objectives and initiatives, and assess effectiveness of current programs
- Responsible of achieving commercial targets through effective planning and budgeting

会社説明