



## PR/122972 | Senior Business Development 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

1549659

#### 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08月05日 22:00

### 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

#### Essential Job Functions:

1. Primary contact for assigned key accounts and channel partner. In essence, the "face" of the company with these accounts.
2. Responsible for sales volume and gross margin growth with each customer on products by the development and execution of a strategic business plan for the assigned channel partners and key accounts, aligned with Asia initiatives and global / regional campaigns. In collaboration with internal and external cross functional team members lead sales efforts to meet or exceed goals.
3. Jointly develop and implement sales and marketing strategies with colleagues to maximize sales revenue and gross profit for Company's core products at selected Key Account and Multinational accounts. Create appropriate key account plans.
4. Align with Business Units Leaders to determine and execute consistent pricing policies. To gather and assess competitive information on pricing, product quality, applications and competitive activity. Bring large new business opportunities to the attention of Sales Director – Asia and Business Units leaders.

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