



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

1549671

## 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07月22日 03:00

## 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

## 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.

**Notice:** By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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会社説明