



PR/123131 | Marketing Staff

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

1553275

業種

物流・倉庫

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29日 10:36

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 Descriptions:

- Convert leads into new clients by understanding their logistics needs, presenting tailored solutions, and closing deals for various services.
- Build and maintain strong, long-term relationships with existing clients, ensuring high levels of customer satisfaction and identifying opportunities for upselling or cross-selling.
- Prepare and deliver compelling sales presentations, proposals, and quotations to prospective and existing clients, clearly articulating the value proposition of the company's services.
- Negotiate service contracts, pricing, and terms with clients to ensure mutually beneficial agreements while adhering to company guidelines.
- Gather market information, analyze competitor activities, and identify industry trends to inform sales strategies and identify new business opportunities.

- Prepare regular sales reports, forecasts, and activity updates for management, detailing progress against targets, pipeline status, and market insights.

Job Requirements:

- Strong sales and negotiation abilities.
- Excellent interpersonal and relationship-building skills.
- Goal-oriented with a proven track record of meeting or exceeding targets.
- Highly self-motivated, proactive, and results-driven.
- Good understanding of logistics and supply chain processes (or a strong willingness to learn rapidly).
- Proficiency in Microsoft Office Suite (Word, Excel, PowerPoint) and CRM software.
- Ability to work independently as well as part of a team.

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会社説明