



インドネシアの求人なら
JAC Recruitment Indonesia

PR/123160 | Sales 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
1554836

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12月02日 18:00

応募必要条件

キャリアレベル
中途経験者レベル

英語レベル
無し

日本語レベル
無し

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

Key Responsibilities:

- Develop and implement strategic sales plans to achieve company goals.
- Lead, train, and motivate the sales team to meet performance targets.
- Identify and pursue new business opportunities in construction, mining, agriculture, and industrial sectors.
- Build and maintain strong relationships with key clients and stakeholders.
- Monitor market trends, competitor activities, and customer needs.
- Collaborate with marketing, service, and product teams to ensure customer satisfaction.
- Prepare sales forecasts, budgets, and performance reports.
- Negotiate contracts and close deals with major clients.
- Ensure compliance with company policies and industry regulations.

Job Requirements: Education & Experience:

- Bachelor's degree in Business Administration, Engineering, or a related field.
- Minimum 5–7 years of experience in sales, preferably in heavy equipment or industrial machinery.
- Proven track record of meeting or exceeding sales targets.

Skills & Competencies:

- Strong leadership and team management skills.
- Excellent communication, negotiation, and interpersonal abilities.
- Deep understanding of heavy equipment products and industry applications.
- Analytical thinking and strategic planning capabilities.
- Proficiency in CRM software and Microsoft Office Suite.
- Ability to travel frequently and work under pressure.

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会社説明