



## 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09月09日 11:01

### 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

#### 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