



PR/123188 | Sales 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

1555458

業種

その他（商社）

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02日 12:01

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:

- **Sales & Business Development:**

- Achieve and exceed assigned sales targets and KPIs (Key Performance Indicators).
- Proactively identify and qualify new business opportunities and potential customers (e.g., food manufacturers, bakeries, beverage companies, etc.).
- Conduct market research to identify new trends, competitors, and potential areas for growth.
- Develop and implement effective sales strategies to penetrate new markets and expand the customer base.
- Prepare and deliver compelling sales presentations and product demonstrations to prospective clients.
- Build and maintain strong, long-term relationships with key decision-makers and stakeholders.

- Prepare and submit regular sales reports, forecasts, and activity plans.
- Manage sales contracts, quotations, and other related documentation.
- Coordinate with the logistics and finance teams to ensure smooth order processing and delivery.

Qualifications:

- Bachelor's degree in Food Science, Food Technology, Business, Marketing, or a related field.
- Minimum 2 years of experience in sales, preferably in the food ingredients or food and beverage industry.
- Proven track record of achieving sales targets.
- Strong knowledge of food ingredients, their functionalities, and applications.
- Excellent communication, negotiation, and interpersonal skills.
- Ability to work independently and as part of a team.
- Proficiency in Microsoft Office Suite and CRM software.
- Willingness to travel as needed to meet with clients and attend industry events.

Preferred Qualifications:

- Experience working with a trading or distribution company.
- Existing network of contacts within the food and beverage manufacturing industry.
- Familiarity with import/export procedures and documentation.
- Bilingual or multilingual skills, depending on the target market.

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会社説明