



## PR/122720 | Sales Engineer

### 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

1558120

#### 業種

その他（メーカー）

#### 雇用形態

正社員

#### 勤務地

ベトナム

#### 給与

経験考慮の上、応相談

#### 更新日

2025年09月16日 10:26

### 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

Our client is a leading company in the field designing, manufacturing, and supplying pre-engineered steel building is looking for regional sales manager with requirement and responsibilities as below:

#### Requirements:

- Proven sales performance, and experience in business and sales in the infrastructure construction sector, with at least 3 years of experience. Candidates with experience in steel structures/pre-engineered steel buildings are a strong advantage.
- Proficient in English, Excellent communication, negotiation, persuasion, and sales-closing skills. Strong ability to influence others.
- Bachelor's degree or higher in one of the following fields: Construction, Mechanical Engineering, Construction Economics, other technical majors, International Trade, or Business Administration.
- Strong leadership and management skills.

- Capable of setting up a sales team and operations in Indonesia market.
- Decisive and sharp in handling work. High integrity, a strong sense of responsibility, and the courage to think, act, and take accountability for work.

**Responsibilities:**

- Manage and lead sales activities in rep office in Indonesia.
- Ensure sales KPIs as assigned by the company.
- Develop international markets; conduct business and export sales of steel structures in Indonesia market.
- Develop and oversee the export sales team and manage sales operations in Indonesia.
- Materialize quotations/contracts based on drawings or customer's requirements and negotiate contracts.
- Coordinate with partners and internal departments when implementing projects.

**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