



PR/123086 | Country 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

1558123

業種

ITコンサルティング

雇用形態

正社員

勤務地

シンガポール

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 seeking a commercially driven Country Manager to lead their operations in Indonesia. Our client is a prominent player in the display industry, known for exclusively marketing and selling Philips-branded LCD monitors and public signage displays worldwide. They are a subsidiary of a leading global monitor and TV manufacturer based in Hong Kong.

This Sales Country Manager position is a key role, where the candidate will be responsible for developing and executing the country-level business strategy for our client in Indonesia, ensuring alignment with regional and global objectives.

The Country Manager will lead cross-functional teams including sales, marketing, operations, and finance, and be instrumental in building strong relationships with key customers, government bodies, and strategic partners.

A crucial aspect of this role involves identifying new business opportunities to expand market presence and revenue,

overseeing P&L, budgeting, and forecasting to meet financial targets.

They are looking for a seasoned leader with a minimum of 8-10 years of leadership experience, with a strong track record of driving business growth and managing large teams in Indonesia is essential.

Key Responsibilities:

Develop and execute the country-level business strategy aligned with regional and global objectives.

Lead and inspire cross-functional teams including sales, marketing, operations and finance.

Build and maintain strong relationships with key customers, government bodies, and strategic partners.

Identify and pursue new business opportunities to expand market presence and revenue.

Oversee P&L, budgeting, forecasting, and ensure financial targets are met.

Ensure compliance with local laws, regulations, and corporate governance standards.

Represent the company in public forums, industry events, and media engagements.

Key Requirements:

Bachelor's degree in business, Management, or related field

Minimum 8-10 years of leadership experience, with at least 5 years in a country or general management role.

Strong track record of driving business growth and managing large teams in Indonesia.

Deep understanding of Indonesia's economic, regulatory, and cultural landscape.

Excellent leadership, communication, and stakeholder management skills.

Willingness to travel domestically and internationally as needed.

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