



PR/123265 | General 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

1559872

##### 業種

ITコンサルティング

##### 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30日 10:37

#### 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

We are currently assisting our client from IT Solutions industry, with a primary business focus on customer relationship management (CRM) software packages.

**Position:** General Manager

**Location:** Jakarta – (one year management training overseas)

#### Key Responsibilities

- Lead end-to-end sales and market penetration strategies for cutting-edge CRM software solutions.
- Collaborate closely with Headquarters to ensure the successful establishment process of new headcounts in Indonesia.

- Lead the management of all new business operations, from initial strategy to daily execution.
- Identify and mitigate project risk, issues, and conflicts, implementing appropriate resolutions and contingency plans.

#### Qualifications

- Bachelor's or master's degree in IT, Computer Science, Management, or related field.
- Min. 5 – 10 years' experience working as Sr. Sales Manager, Head of Sales, GM, or similar roles.
- Experience in sales of software, particularly CRM, or extensive experience within the contact center (BPO) industry.
- Strong knowledge of CRM products such as Salesforce, Microsoft Dynamics, SAP, Odoo, or other similar products.
- A proven track record in sales, business development, and effective cost management.
- Excellent leadership, communication, and cross-functional coordination skills.
- Fluent in English with experience team-up with overseas business.
- Willing to attend a long-term overseas management and product training.

Are you the one that perfect fit for this role?

Upon applying, email me at [muhammad.habib@jac-recruitment.com](mailto:muhammad.habib@jac-recruitment.com) briefly explaining why you're the best fit for this role.

**Your next career milestone begins now!**

#LI-JACID

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会社説明