



PR/123227 | Sales (Food Chemical)

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

1561414

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10月14日 10:21

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

Job Descriptions:

- **Business Development**

- Actively identify, prospect, and acquire new customers within the food and beverage manufacturing sector.
- Maintain and grow relationships with existing clients to ensure customer satisfaction and loyalty.
- Achieve and exceed sales targets and key performance indicators (KPIs).
- Prepare and deliver compelling sales presentations, proposals, and product demonstrations.
- Negotiate pricing, terms, and contracts to close sales deals.

- **Market & Product Knowledge:**

- Stay up-to-date on market trends, industry regulations (e.g., FDA, EFSA), and competitor activities.
- Maintain a deep and comprehensive understanding of the chemical properties, applications, and benefits of all products in the portfolio.
- Provide technical support and product information to customers, addressing their specific needs and challenges.

- **Customer Relationship Management:**

- Serve as the primary point of contact for assigned clients, ensuring timely and effective communication.
- Address customer inquiries, complaints, and technical issues in a professional and timely manner.
- Collaborate with the logistics and technical support teams to ensure a smooth order-to-delivery process.

- Conduct regular follow-up meetings with customers to assess their needs and provide solutions.
- Administrative & Reporting:
 - Maintain accurate and detailed records of all sales activities, customer interactions, and sales pipelines in the CRM system.
 - Prepare regular sales reports, forecasts, and performance analyses for management review.
 - Attend sales meetings, industry conferences, and training sessions as required.

Job Requirements:

- Minimum of 3 years of experience in B2B sales, preferably in the food ingredients, chemicals, or related industries.
- Proven track record of meeting or exceeding sales targets.
- Excellent verbal and written communication skills.
- Strong negotiation and closing skills.
- Ability to build rapport and establish trust with clients.

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会社説明