



## PR/123300 | Sales Account Manager (Personal Care & Home Care)

### 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

1563231

#### 業種

その他（メーカー）

#### 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

2026年02月03日 00:00

### 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

The responsibilities of the position include:

- Define account objectives, develop commercial strategy, implement through account plan
- Identify & document business potentials & competitive landscape
- Develop successful working relationships with customers, establish Ashland as key partner to obtain opportunities for profitable business
- Monitor customer satisfaction & initiate corrective action when needed
- Identify business opportunities, decision factors & success criteria, define action plan & execute accordingly
- Negotiate with customers favorable commercial terms, including payment terms, prices for new business & increases for existing items
- Anticipate customers' need & lead proactive projects to generate new business opportunities
- Define accurate pricing & margin parameters for each project & document project properly
- Actively contribute to the organizational goals by taking initiative, executing on goals and focusing on performance and safety
- Improve the organization capacity and capabilities through building collaborative relationships, optimizing diverse talent and utilizing positive communications and influence with others

Requirements:

- Bachelor degree in Chemistry/Biology/Chemical Engineering/Pharmacy from an accredited university

- A minimum of 5 years of personal care & household ingredients sales experience
- Good business understanding of Personal Care industry
- Good interpersonal, sales & negotiation skills
- Self-directed individual with a Can-Do attitude & team player
- Ability to work in a fast paced environment & open to constant change in demand

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会社説明