



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

**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