



PR/123378 | B2B Sales Manager (Marine Engine)

#### 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

1566451

#### 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17日 00:00

#### 応募必要条件

#### 職務経験

6年以上

#### キャリアレベル

中途経験者レベル

#### 英語レベル

流暢

#### 日本語レベル

基礎会話レベル

#### 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

**We are looking for a Sales Manager for our client, a leading marine equipment company in Indonesia, to strengthen their presence in the industrial and governmental sectors.**

#### Qualifications

- Bachelor's degree in marketing, engineering, nautical Studies or a related field.
- Fluent in English, both written and spoken (reports directly to an Expatriate).
- Minimum 5 years of experience in marine engines, marine propulsion, or related technical marine solutions in a B2B environment.
- At least 3 years of hands-on experience in government procurement processes (marine sector, oil & gas, or industrial marine operations).
- Strong negotiation, stakeholder management, and dispute-resolution skills.

#### Responsibilities

- Lead the end-to-end sales cycle for marine products and propulsion solutions, from prospecting to closing.

- Develop and execute sales strategies targeting government institutions, oil & gas companies, and operators of industrial-level marine vessels.
- Build and maintain strong relationships with key accounts, ensuring excellent communication and high-quality customer service.
- Actively generate new leads and business opportunities through market mapping and proactive outreach.
- Prepare monthly sales forecasts to support business planning and ensure accurate pipeline visibility.
- Provide timely KPI reporting and continuous improvement recommendations.

**Think you tick all the boxes? Great!**

After applying, **send me a DM on LinkedIn (Milysa Tjandra)** and briefly share **why you're the best fit** for this role.

**Your next big career move starts here!**

#LI-JACID

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会社説明