



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03月17日 01:00

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

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