



PR/123478 | Account Mining Manager

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

1572307

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01月27日 06:00

応募必要条件

職務経験

10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

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

Requirements:

- Bachelor's degree in Business, Marketing, Engineering, or related field.
- Minimum 5 years of experience in sales, account management, or territory management (preferably in technical or multi-product environments).
- Strong technical aptitude with the ability to quickly learn and apply product knowledge.
- Proven track record in building pipelines and achieving sales targets.
- Excellent communication, presentation, and negotiation skills.
- Ability to work cross-functionally and manage multiple stakeholders.
- Fluent in English and Bahasa Indonesia.

Job Description:

- Develop and maintains a strong technical knowledge about the products.
- Handles coverage for multiple product lines of the brand.
- Ability to penetrate and build opportunity pipeline.

- Build strong relationship with clients & provide full customer support.
- Lead and manage customer presentations, proposals & contract service.
- Establish clear understanding of customer expectations and requirements.
- Participate in and contribute to the development of strategies and approaches.
- Liaise with the Operations and Commercial Operations Teams for successful delivery and execution.

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