



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.

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会社説明