



PR/123483 | Sa

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

1574807

業種

その他（商社）

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 10:53

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

ビジネス会話レベル

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

Key Responsibilities

- Distributor Management:** Build and maintain long-term relationships with dealers. Conduct regular business reviews to evaluate performance and identify growth opportunities.
- Channel Strategy:** Develop and implement sales strategies specifically designed for the distribution model to increase market share and reach.
- Onboarding & Training:** Identify, recruit, and onboard new distributors. Provide comprehensive product training and "sales enablement" to the distributor's sales force.
- Inventory & Forecasting:** Monitor distributor inventory levels to ensure product availability. Provide accurate monthly and quarterly sales forecasts based on channel data.
- Marketing Support:** Coordinate with the marketing team to provide distributors with necessary POS materials, co-branded collateral, and promotional support.
- Performance Monitoring:** Track distributor KPIs, including sell-in/sell-out data, inventory turnover, and geographic

coverage.

- **Conflict Resolution:** Manage "channel conflict" by ensuring clear territories and pricing guidelines (e.g., MAP pricing) are followed across the network.

Required Qualifications & Skills

- **Experience:** 8+ years of experience in Sales, with at least 3 years specifically managing **indirect channels or distributors**.
- **Education:** Bachelor's degree in Business, Marketing, or a related field.
- **Negotiation:** Proven ability to negotiate contracts, margins, and rebate structures that benefit both the company and the partner.
- **Analytical Skills:** Proficiency in CRM software (Salesforce, HubSpot) and data analysis to interpret sales trends.
- **Communication:** Exceptional interpersonal skills with the ability to influence and motivate external teams that do not report directly to you.
- **Travel:** Willingness to travel (approx. 30–50%) to visit distributor sites and attend industry trade shows.

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会社説明