



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02月24日 12:00

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

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.

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