



PR/123520 | Sales Assistant 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

1574815

業種

物流・倉庫

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10日 08:01

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

- Business Development: Proactively identify and engage potential clients requiring warehousing, fulfillment, and value-added services (kitting, labeling, etc.).
- Pipeline Management: Assist in managing the sales funnel, from lead generation and cold calling to contract negotiation and closing.
- Solution Design: Work closely with the operations team to create customized storage and distribution proposals based on specific client needs (e.g., cold storage, hazardous materials, or high-velocity e-commerce).
- Account Retention: Serve as a senior point of contact for existing clients, ensuring high satisfaction levels and identifying opportunities for upselling or service expansion.
- Team Leadership: Support the Sales Manager in training, mentoring, and monitoring the performance of junior sales executives.
- Market Analysis: Stay updated on industry trends, competitor pricing, and local real estate developments to maintain a

competitive edge.

- Reporting: Prepare weekly and monthly sales reports, forecasting revenue and tracking KPIs.

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