



PR/123466 | Country Representative (Senior Sales Engineer)

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

1581761

業種

土木

雇用形態

正社員

勤務地

シンガポール

給与

経験考慮の上、応相談

更新日

2026年05月05日 10:01

応募必要条件

職務経験

6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

Our client is a Swedish based global engineering company specializing in industrial vertical access and construction hoist solutions. They are currently looking to appoint a Senior Sales Engineer (Country Representative) to act as their country representative for Indonesia as part of their market expansion plans.

The focus is specifically on Mining and Metal Refineries, including key operators such as Freeport, Vale, Timah, Inalum, and major downstream smelter projects. The role requires a strong hunter mindset with established industrial networks, selling high-value engineered systems under a premium positioning.

This is a CapEx and lifecycle service-driven role, engaging directly with plant owners and operators, while building Alimak's long-term presence in Indonesia's refinery and industrial sector.

Market Development & Hunting (Primary Focus 70%)

- Drive new business development across Mining, Smelters, Metal Refineries, and Heavy Industrial facilities in Indonesia
- Establish direct relationships with key decision-makers at operators such as Freeport, Vale, Timah, Inalum, Megah Surya Pertiwi and similar industrial groups
- Identify and secure specification opportunities for high-value vertical access systems in major industrial projects
- Lead tender strategy, commercial positioning, and technical alignment for new equipment projects

CapEx & Lifecycle Sales Ownership

- Sell engineered vertical access systems for new plant construction and expansion projects
- Develop and secure long-term service and maintenance contracts for installed equipment
- Manage pricing strategy aligned with premium European product positioning
- Protect margin and value proposition in competitive industrial environments

Hybrid Model Management

- Engage directly with end users and industrial operators
- Work closely with local partners/dealers to support project execution and aftermarket services
- Ensure aftersales standards meet global requirements

Strategic Territory & Autonomy

- Operate independently without local corporate infrastructure
- Travel regularly to remote sites across Kalimantan, Sulawesi, Papua and other industrial regions
- Build Indonesia market presence in alignment with regional leadership

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会社説明