



PR/123637 | Import Sales 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

1581770

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

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

This role is responsible for acquiring Air / Ocean Import business from consignees in Indonesia for shipments originating from Overseas. The primary responsibility is front-end sales activities from quotation to order acquisition, with gross profit maximization as the core KPI.

- ・ Expand inbound shipment volume to Indonesia
- ・ Generate high-gross-profit business
- ・ Maximize customer lifetime value through existing account development
- ・ Establish action plans that leads to achieving Revenues and GP with specific target of Import business.
- ・ Have market research/business intelligence.

Sales & Order Acquisition

- ・ Prepare quotations and conduct price negotiations
- ・ Propose optimal transport solutions (ocean, air, consolidation, warehousing, etc.)
- ・ Coordinate and finalize contract terms

Internal Coordination

- ・ Handover confirmed orders to the operations team
- ・ Monitor profitability and gross margin performance

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会社説明