



PR/123665 | Head of Sales

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

1582395

業種

小売

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12日 13:00

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

Job Description:

- Develop and implement General Trade (GT) sales strategies.
- Achieve sales targets in terms of volume, value, and market share.
- Manage, strengthen, and expand distributor and wholesaler networks.
- Ensure optimal market coverage, product availability, and visibility.
- Lead, mentor, and motivate regional and field sales teams.
- Plan and execute trade promotions and sales initiatives.
- Monitor sales performance, forecasts, and budget utilization.
- Collaborate closely with Marketing, Supply Chain, and Finance teams.
- Track market trends, competitor activities, and customer insights.

Requirements:

- Bachelor's degree in any field.
- Strong technical competencies in field sales, leadership, and communication.
- English proficiency is a must.
- Minimum 10 years of GT sales experience in a well-established FMCG company.
- Preferably from an FMCG background with a multi-distributor operating model.
- Proven track record in driving sales growth and managing distributor teams.
- High computer literacy: proficient in PowerPoint, Word, and advanced Excel.

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