



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06月09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.

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会社説明