



## PR/123708 | Division Manager (Coating & Resins)

### 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

1586492

#### 業種

化学・素材

#### 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 10:01

### 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

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

#### Qualifications

- **Bachelor's degree in Chemistry, Chemical Engineering, or equivalent** , with specialization in Coating & Resins preferred.
- **9+ years of experience in operations, sales, and marketing within the Coating & Resins industry (Mandatory).**
- **5+ years of experience managing a sales team with P&L accountability** and a proven track record of achieving sales budgets.
- **Fluent in English**, as the role requires working in a multinational environment.
- Able to work with **targets and under pressure**.
- Energetic and polished individual with **excellent communication and problem-solving skills**.

**Responsibilities**

- **Manage the department's P&L**, ensuring sales, profitability, and contribution margin targets are consistently delivered.
- **Source and onboard new principals** to strengthen the Coating & Resins portfolio and support the company's strategic expansion plans.
- **Lead, train, and motivate the sales team** to drive performance and achieve departmental sales objectives.
- **Build and maintain long-term principal relationships**, ensuring continuity of agency agreements and effective collaboration.
- **Grow the customer base in the Coating & Resins industry** by proactively identifying and securing new business opportunities.
- **Oversee credit control activities**, ensuring timely collection of overdue accounts and escalating potential risks with recommended solutions to senior management.

**Think you tick all the boxes? Great!**

After applying, **send me a DM on my LinkedIn (Milysa Tjandra) briefly explaining why you're the best fit** for this role.

Your next big career move starts here!

#LI-JACID

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会社説明