



## PR/123784 | Consultant (Project)

### 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

1599756

#### 業種

その他（メーカー）

#### 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06月26日 11:55

### 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 premium German brand specializing in sanitary fittings, faucets, and shower systems, founded in 1901 in Schiltach, Germany. They are in the search for a Project Sales Consultant to spearhead their project sales in Indonesia.

This role is focusing on driving sales through project pipelines rather than distributor-only channels. This role involves being an active hunter with an existing network and relationship with project owners, owners, contractors and/or developers to secure projects across Indonesia that can range from residential, office buildings, apartments, factories etc. The Project Sales Consultant will be handling full project cycle from lead generation, specification, tender, to final execution, while building strong relationships across the construction ecosystem. The Project Sales Consultant will work closely with our client's existing Specifier.

This position will be directly reporting to the Country Manager of our client for Indonesia and Malaysia, please find attached the brief job responsibilities.

Job Responsibilities:

- Develop and drive project sales by actively engaging with project owners, owners, developers, contractors etc.
- Build and maintain strong relationships across the full project ecosystem including project owners, owners (key decision makers), main contractors, and developers
- Manage project pipeline from lead identification → specification → tender → award → order execution
- Work closely with contractors to ensure product approval, compliance, and successful on-site implementation
- Collaborate with developers and project owners to position products in large-scale residential, commercial, and hospitality projects
- Deliver product presentations and technical explanations to developers, project owners, consultants, and contractors
- Identify new business opportunities through networking, site visits, and market mapping
- Coordinate pricing, proposals, and negotiations with stakeholders involved in the project
- Track and report project pipeline, customer interactions, and market activities

Requirements and Attributes:

- Diploma or Degree in marketing, business, or a relevant field.
- 3-6 years of experience in sales or marketing with a good track record in working with developers, architectural, and design firms.
- Has an existing network/relationship within developers, owners, project owners, contractor, sub-contractors etc.
- Goal-driven and hands-on in executing key measures.
- Good spoken and written English and interpersonal skills.
- High level of reliability and personal integrity.
- Willingness to travel within Indonesia.
- Experience in the sanitary fittings industry is an added advantage.

**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