



PR/123822 | Regional Sales Manager (DTF Printing)

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

1599776

業種

その他（商社）

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26日 11:55

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

Responsibilities:

- Manage and grow key strategic DTF accounts, including direct customer engagement, executive-level discussions, and long-term relationship development to secure repeat and expansion business.
- Drive the achievement of regional DTF business objectives in line with the approved Business Plan, including sales revenue, profitability, and sustainable growth targets.
- Lead and support regional sales teams and channel partners in opportunity identification, deal qualification, pricing alignment, and deal closure for DTF solutions.
- Work closely with regional pre-sales, post-sales, service, and product teams to ensure integrated customer engagement, solution readiness, and successful project execution.

- Ensure adherence to regional sales governance, approval processes, and compliance requirements, including pricing, contracts, and internal approval workflows

Requirements:

- Minimum S1 (Bachelor) degree in any major
- Minimum 10 years of experience in sales, business development, or commercial roles within a B2B or industrial product environment.
- Strong understanding of textile industry, preferably within Direct to Fabric (DTF) digital printing business or other solution-based printing environments.
- Strong key account management and channel management skills
- Capability to work cross-functionally with pre-sales, post-sales, service, and product teams to deliver integrated customer solutions and successful project execution
- Strong stakeholder management skills, with the ability to engage effectively with regional management, HQ, sales companies, partners, and customers

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会社説明