



## PR/123866 | National Sales Manager

### 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

1599801

#### 業種

レストラン・フードサービス

#### 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

#### Job Description:

- Develop and execute national sales strategy for milk powder products
- Drive achievement of sales volume, revenue, and market share targets
- Lead and manage nationwide sales teams and regional managers
- Build and strengthen distribution networks across General Trade, Modern Trade, and e-commerce
- Manage relationships with key distributors and key accounts
- Oversee sales forecasting, budgeting, and P&L performance
- Monitor market trends, competitor activities, and consumer insights

- Ensure product availability, visibility, and in-store execution excellence
- Collaborate cross-functionally with Marketing, Supply Chain, and Finance teams
- Provide regular sales performance reports and strategic recommendations
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**Requirements:**

- Bachelor's degree in Business, Marketing, or related field
- 8–12 years of experience in FMCG sales with exposure to dairy or milk powder category
- Minimum 3–5 years in a managerial or national/regional leadership role
- Strong knowledge of GT, MT, distributor management, and e-commerce channels
- Proven track record of achieving sales targets and managing large-scale operations
- Strong leadership and team management capabilities
- Excellent analytical, strategic thinking, and problem-solving skills
- Strong communication, negotiation, and stakeholder management skills
- Experience in sales forecasting, budgeting, and P&L management
- Willingness to travel nationally and work in a dynamic environment

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会社説明