



PR/123892 | Sales Manager B2B (Daging &)

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

1599816

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08月07日 15:00

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

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:

- Manage and grow key account and Horeca accounts to drive revenue and long-term partnerships.
- Identify new business opportunities and accelerate sales growth across Foodservice channels.
- Lead New Product Development (NPD) initiatives from concept to commercialization.
- Oversee e-commerce and General Trade channels to optimize sales, distribution, and profitability.
- Drive business performance through strategic pricing, negotiation, and market analysis.

Requirements:

- 5–8 years of B2B sales experience in meat, poultry, or food industry (Horeca/QSR exposure preferred).
- Proven track record in key account management and achieving sales targets.
- Strong understanding of meat products and distribution channels.
- Ability to develop new business and expand market coverage.
- Strong communication and stakeholder management skills.

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会社説明