



PR/123967 | GM Sales

## 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

1605542

### 業種

その他（メーカー）

### 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09月15日 05:00

## 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 sales strategies to achieve revenue, profit, and market share targets.
- Lead, coach, and manage the Sales team to drive high performance.
- Identify and develop new business opportunities within Manufacturing and Packaging industries.
- Build and maintain strong relationships with key customers and strategic accounts.
- Drive sales of Coding & Marking solutions, including CIJ, TIJ, Laser Marking, TTO, and Labeling systems.
- Collaborate with Service, Technical, and Marketing teams to deliver customer solutions.
- Monitor market trends, competitor activities, and customer needs.

- Prepare sales forecasts, pipeline reviews, and management reports.
- Negotiate commercial agreements and oversee major tender/projects.

Requirements:

- Bachelor's degree in Engineering, Business, Marketing, or related field.
- Minimum 10 years of B2B industrial sales experience, with at least 5 years in a leadership role.
- Strong experience in Coding & Marking, Industrial Automation, Packaging Machinery, Labeling, or related industries.
- Proven track record in achieving sales growth and managing key accounts.
- Strong leadership, negotiation, and business development skills.
- Good understanding of manufacturing processes and industrial customers.
- Strong networking within FMCG, Pharmaceutical, Food & Beverage, and Manufacturing sectors.
- Fluent in English and Bahasa Indonesia.
- Willing to travel extensively.

**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