



PR/124021 | Retail Sumatera Regional Head

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

1611382

業種

小売

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08日 10:40

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

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

About the role

On behalf of our client, a **leading player in the retail industry specializing in wellness products**, we are seeking an **experienced and hand on Regional Head** to lead **sales operations** and **drive business growth** across the region.

This role is critical in **shaping retail sales strategies**, **expanding market reach**, and ensuring **consistent performance across dealer networks, showrooms, and modern trade channels**.

Requirements

1. **Bachelor's degree** in Marketing, Management, or related field.
2. **10+ years of sales experience**, with at least **3 years in a managerial role within retail/wellness products**.
3. **5+ years of hands-on sales experience in Medan**, with strong knowledge of **local retail market, customer**

behavior, and business dynamics.

4. **Proven track record** in leading large teams and consistently achieving **sales targets**. A **hands-on, commercially driven leader**, comfortable working on the ground, building dealer relationships, and turning strategy into results.

Key responsibilities

1. **Develop and execute retail sales & distribution strategies** across dealer, showroom, and e-commerce channels to achieve regional targets.
2. **Lead sales execution** and continuously expand **market share** in Medan and surrounding areas.
3. **Strengthen dealer networks** and ensure strong penetration in local retail channels.
4. **Monitor channel performance**, identify gaps, and implement corrective actions to stay on track with targets.
5. **Drive cost control and operational efficiency** across all retail operations.
6. **Identify new market opportunities** in household, hospitality, and corporate sectors for wellness products.
7. **Coach and motivate sales managers** to deliver results through market penetration, marketing optimization, and cross-selling initiatives.
8. **Collaborate closely with Head Office** on policies, budgets, sales reporting, and people development.

#LI-JACID

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.

Privacy Policy Link: <https://www.jac-recruitment.co.id/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.co.id/terms-of-use>

会社説明