

PR/124057 | Key Account 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
1614143

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11月03日 06:00

応募必要条件

職務経験
3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

JAC Recruitment Indonesia is currently assisting an international leader in coding, printing, and marking equipment and solutions. Our client has been expansion their business in the US, Brazil, Russia, and other markets, and now is strengthening their presence in Indonesia.

Main Responsibilities

1. Develop and execute key account sales strategies for the Indonesian market to achieve sales and profit targets.
2. Identify, develop, and maintain strategic relationships with key accounts in target industries.
3. Manage the full key account project cycle: opportunity development, solution presentation, commercial negotiation, delivery coordination, and payment collection.
4. Build brand image and increase market share in Indonesia.
5. Work with HQ to select and manage local channels, partners, and suppliers, and build strategic relationships.

6. Collect and analyze market and competitor intelligence, provide feedback to HQ, and support product and sales strategy optimization.

Job Requirements

- Bachelor’s degree or above.
- 3+ years of sales experience in industrial equipment, coding/marking, packaging, automation, or related industries preferred.
- Experience in key account development in Indonesia and local customer resources preferred.
- Fluent in English. Chinese Speaking is a plus
- Strong interpersonal and communication skills.
- Comfortable working with multiple stakeholders from different cultures.
- Strong business acumen.
- Self-motivated, result-driven, and resilient.
- Willing to accept overseas business trips and long-term relocation.

Benefit Offers:

- Fast career development, with the potential to become Country Manager / Regional Head.
- Global business exposure and tailored training at Shanghai HQ.
- Opportunity to bring your ideas into reality.
- Competitive salary + performance incentives.
- Fair and transparent rewarding scheme.
- International and diverse team environment.

Work Locations:
The work location is in Jakarta or Surabaya.

Note: The location is flexible and can be selected based on your residence or the market you are most familiar with.
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