


# PR/124115 | Technical 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**
1616769

**業種**
その他（メーカー）

**雇用形態**
正社員

**勤務地**
フィンランド

**給与**
経験考慮の上、応相談

**更新日**
2026年11月24日 14:00

## 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**
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

The Technical Sales Manager role offers the opportunity to drive business growth across Indonesia's industrial manufacturing sector. Combining technical expertise with commercial acumen, the position focuses on developing customer networks, delivering application-based technical solutions, and expanding business opportunities across a broad range of manufacturing industries.

Responsibilities

- Drive and achieve sales targets within the Industrial Manufacturing business area.
- Develop new distributors and customers across industries including Automotive Manufacturing, Aerospace, Precision Engineering, Metal Fabrication and Toolmaking, Tier Parts Manufacturing, and Wood & Furniture Manufacturing.
- Provide technical support and product training to distributors and customers.
- Support and assist existing distributors with sales development activities and product updates.
- Deliver on-site field support for customer applications and after-sales activities.
- Conduct field testing and evaluation of new product ranges.
- Support exhibitions, seminars, roadshows, and other marketing activities.

Requirements

- Bachelor's Degree in a Technical or Engineering discipline preferred.
- Minimum 5 to 7 years of experience, preferably within Industrial Manufacturing.
- Possess a valid driving licence and own a car.
- Hands-on experience in technical demonstrations and sales.
- Good communication skills in both English and Indonesian.
- Computer literacy including Microsoft Office, Outlook, CRM systems, and social media platforms.
- Experience within the abrasives industry is preferred.
- Organised, self-motivated, and able to work independently.
- Experience in value-based selling is advantageous.

About the Company
A global organisation in the surface finishing industry, this company helps businesses enhance product quality and operational efficiency through technical expertise and innovative solutions. With an established presence in the Asia-Pacific region, it partners with customers across a broad range of industries to support their manufacturing requirements.

**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