

PR/124122 | National Sales Manager – Bakery, Pastry & Chocolate Ingredients

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
1616775

業種
化学・素材

雇用形態
正社員

勤務地
イタリア

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
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

A leading international manufacturer in the food ingredients industry is seeking a National Sales Manager for its Bakery, Pastry & Chocolate Ingredients division.
This position offers an opportunity to lead nationwide sales growth by expanding market presence, building strategic customer partnerships, and accelerating business growth across the industrial, HORECA, and retail sectors.

Responsibilities

- Generate new business opportunities, acquire key accounts, and drive sustainable revenue growth across Indonesia
- Build strong customer relationships and increase revenue through existing accounts and new account development
- Develop and manage distributor partnerships to strengthen market penetration and support business growth
- Promote chocolate, confectionery, bakery ingredient, and specialty fats and oils solutions through customer engagement, product demonstrations, and market development initiatives

Requirements

- Fluency in English and Bahasa Indonesia
- Willingness to travel extensively across Indonesia, up to 70%
- Bachelor’s degree in a relevant discipline; a bakery or pastry background would be an advantage
- Minimum 10 years of sales experience in selling bakery, pastry & chocolate ingredient solutions
- 3–5 years of experience in a senior leadership position, such as National Sales Manager, Country Sales Manager, or Senior Business Development Manager
- Strong track record of expanding distributor networks, securing large-scale key accounts, and driving sustainable revenue growth across Indonesia

About the company

A European company in the food ingredients industry, this organisation is guided by a commitment to quality, integrity, and responsible business practices. The company provides raw materials and tailored solutions for professional food applications.

#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.

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会社説明