

PR/124152 | Sales Senior 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
1619259

業種
自動車・自動車部品

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10日 11:00

応募必要条件

職務経験
6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
基礎会話レベル

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
Our client is seeking an experienced Sales Senior Manager to strengthen relationships with major OEM customers and drive business growth within the automotive industry. This position will focus on strategic account management, business development, market intelligence, and executive-level stakeholder engagement.

Responsibilities

- Develop and strengthen relationships with major OEM customers and key decision makers.
- Identify and secure new business opportunities and RFQ projects.
- Lead commercial discussions and support pricing negotiations.
- Gather market intelligence, customer insights, and competitor information.
- Develop sales strategies and regularly report business performance to management.
- Lead and support the sales team to achieve business targets.

Requirements

- Bachelor's degree in any field.
- Minimum 5 years of experience at GM level or above within an OEM group company or Tier 1 automotive supplier.
- Strong experience dealing with Purchasing, Engineering, and Management stakeholders.
- Business-level Japanese or English communication skills.
- Proven track record in business development and key account management.
- Strong network within the automotive industry is highly preferred.
- Experience handling major OEM accounts is an advantage.

Benefits

- Company car provided for business use.
- Annual performance bonus.
- Transportation and business expense reimbursement.
- Meal support and other company facilities.

About the company
A company in the automotive component manufacturing industry. The company is part of an established Japanese automotive supplier group serving major OEM customers in Indonesia.

#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