

PR/124162 | Operations Director (Furniture)

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
1621154

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 10:54

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

About the Role

The **Operations Director** plays a critical role in driving the company's overall **business performance** by leading and integrating **sales, marketing, manufacturing, and operational functions** within the furniture and interior solutions business. This position is responsible for developing and executing **commercial and operational strategies** that align **market demand with production capacity** , ensuring sustainable growth, profitability, operational excellence, and customer satisfaction. The Operations Director will oversee **end-to-end business activities**, balancing revenue generation, production capacities, quality standards, and resource utilization to achieve both short-term targets and long-term organizational objectives.

Working closely with **cross-functional teams**, customers, business partners, and key stakeholders, the Operations Director will provide **strategic leadership** across commercial and factory operations while ensuring seamless coordination between **sales projections, project execution, and manufacturing output.** The successful candidate will combine strong

commercial acumen with extensive **furniture industry experience**, leveraging **data-driven decision-making, production management systems,** and **continuous improvement initiatives** to enhance operational efficiency, support business expansion, and maintain the company's competitive position in the market.

Qualifications

- Bachelor's degree in the areas of architecture engineering, civil engineering or interior design.
- **10+ years of experience in operations, sales, and marketing with background in furniture manufacturing or furniture industry (mandatory)**
- Strong understanding of production management systems and data analytics
- Able to work with targets and under pressure
- Proficient in design software
- **Energetic and polished individual with excellent communication and problem-solving skills**

Responsibilities

- **Develop integrated sales & marketing strategies aligned with production capacity and establish business plans to achieve company targets**
- Supervise daily activities of the sales team, seek business partners, and ensure sales and business targets are consistently met
- Ensure smooth daily operations, manage budgets, implement quality control, and improve overall efficiency in both factory and business areas
- Monitor the sales & marketing team to achieve company goals
- **Understand MRP (Material Requirements Planning) or SPC (Statistical Process Control) systems to support operational and sales decision-making**
- Ensure demand and supply are balanced between the sales team and the factory team
- **Ensure all business projects can be absorbed by the factory in production processes and meet production targets.**

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