

PR/124170 | General Manager of 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
1621703

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 11:08

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
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

We are seeking an experienced General Manager to lead and accelerate the performance of our two-wheeler business operation, overseeing Sales, Marketing, After Sales, Dealer Network, Logistics, Customer Experience, and Business Development functions

Responsibilities:

- Develop and execute business strategies to drive revenue growth, profitability, and market share expansion.
- Lead sales performance across multiple channels and territories.
- Drive dealer network development and strengthen distribution capability.
- Oversee marketing and promotional activities to increase brand visibility and customer acquisition.

- Ensure excellent customer experience through strong CRM and after-sales management.
- Manage inventory, logistics, and supply chain operations to optimize product availability and operational efficiency.
- Build strategic partnerships with financing institutions, vendors, and key stakeholders.
- Drive organizational capability, talent development, and succession planning.
- Monitor business performance through data analytics, reporting, and continuous improvement initiatives.
- Ensure compliance with company policies, governance standards, and industry regulations.

Requirements

- Bachelor's degree in business, Management, Marketing, Engineering, or a related field.
- Minimum 8 years of progressive leadership experience in Automotive, Retail, Distribution, FMCG, or related industries.
- Proven track record in achieving sales growth, business expansion, and profitability targets.
- Experience managing multi-functional teams and large-scale operations.
- Experience in dealer network development, supply chain, and operational management.
- Data-driven mindset with exposure to ERP, CRM, BI Dashboard, or similar business systems.

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