

PR/124207 | Business Development (Japanese Speaker)

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
1624009

業種
その他（商社）

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24日 10:55

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
ビジネス会話レベル

日本語レベル
ビジネス会話レベル

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

Key Responsibilities

- Develop and maintain strong relationships with existing Japanese and local clients.
- Identify and pursue new business opportunities to expand market share and revenue.
- Conduct market research and competitor analysis to identify industry trends and customer needs.
- Prepare business proposals, quotations, contracts, and sales presentations.
- Negotiate commercial terms and coordinate project implementation with clients and suppliers.
- Manage the entire sales cycle, from lead generation to contract closing and after-sales support.
- Collaborate closely with internal departments including logistics, procurement, finance, and technical teams.
- Serve as the primary communication bridge between Japanese headquarters/clients and local operations.

- Monitor sales performance and prepare regular business reports and forecasts for management.
- Supervise and guide junior sales or business development staff to ensure team targets are achieved.
- Attend client meetings, business events, and industry exhibitions when required.

Requirements

- Bachelor's Degree in Business, Marketing, International Trade, Engineering, or a related field.
- At least 5 years of experience in Business Development, Sales, Account Management, or Trading Business.
- Minimum 1-2 years of leadership or supervisory experience.
- Business-level Japanese proficiency (JLPT N2 or above preferred).
- Professional communication skills in English and Indonesian.
- Experience handling Japanese clients and understanding Japanese business culture.
- Strong negotiation, presentation, and relationship management skills.
- Proficient in Microsoft Office (Excel, PowerPoint, Word).
- Willingness to travel for business purposes when necessary.

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