



## PR/122525 | Business Development (Sales Engineer)

### Job Information

**Recruiter**

JAC Recruitment Indonesia

**Job ID**

1504553

**Industry**

Civil Engineering and Construction

**Job Type**

Permanent Full-time

**Location**

Indonesia

**Salary**

Negotiable, based on experience

**Refreshed**

November 19th, 2024 10:56

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Business Level

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

**OVERVIEW**

This is for our client, a Consultant Engineering company. The primary responsibility will be to identify and secure new business opportunities, build and maintain strong client relationships, and provide technical expertise to support sales activities.

**JOB RESPONSIBILITIES**

- Identify and target potential clients including infrastructure, construction, or industrial estate company
- Build and maintain relationships with existing and potential clients
- Develop and implement strategic business development plans to achieve sales targets
- Conduct market research to stay up to date on industry trends and competitor activities

**JOB REQUIREMENT**

- Min. bachelor's degree in mechanical or electrical engineering
- Min. 2 years of working experience as Sales or BD in Engineering Consultant/Construction Industry
- Able to speak English
- Excellent communication, negotiation, and presentation skills

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## Company Description