



PR/122241 | Sales Manager

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1506462

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

November 26th, 2024 10:18

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

Industry: Building Materials**Requirements:**

- Proven successful track record in sales management with an existing network of contractors, consultants, and developers
- Ability to work independently with minimal supervision, delivering long-term profitability to the company
- Enthusiastic and customer-focused with a strong desire to serve customers
- Strong leadership skills with the ability to work under pressure
- Excellent interpersonal and communication skills

- Eligible to work in Indonesia

Responsibilities:

- Increase sales of products and services, exceeding target figures
- Coordinate and support the sales and operation teams to achieve sales and quality performance targets
- Set and review yearly sales targets, providing monthly updates to management
- Report monthly forecast vs actual sales to the administration and accounting teams
- Review and approve sales contracts and warranties before submission
- Build strong relationships with industry players such as developers, architects, and engineers
- Conduct regular seminars to promote products and services
- Monitor team performance and implement training and appraisals effectively
- Ensure high-quality project outcomes and implement corrective measures
- Conduct customer satisfaction surveys and gather feedback
- Oversee and ensure effective implementation of ISO standards and Integrated

Management System (IMS) policies

For more information, feel free to contact our consultant, Lia Damayanti, on LinkedIn.

Company Description