



PR/122541 | Sales/BD Manager (Food Ingredients Industry)-

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1506533

Industry

Chemical, Raw Materials

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

November 26th, 2024 10:21

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

Location: Tangerang, Banten

Industry: Food Ingredients (Food Additives, Sweetener, Oleoresins and Native Starch)

Specific Condition: 1 Year Contract

What Sets This Company Apart

A prominent company in the food ingredients sector is currently seeking a skilled **BD Manager**. This opportunity offers the chance to join a well-established organization known for its innovation and commitment to quality.

As the BD Manager, you will play a vital role in driving growth and expansion within the company, a respected leader in Indonesia's food ingredients industry. This position offer potential for career growth within a thriving sector.

Objective

We are looking for a **BD Manager who is an expert in handling Food Ingredients** with **over 6 years of experience** to manage organizational sales by developing business plans, meeting planned goals, and coordinating with our marketing department on lead generation. **Apply now, your time to shine has come!**

Qualifications:

1. **Bachelor's degree in food science** , Chemistry, Pharmacy, Apothecary or a related field (master's degree is a plus).
2. **Minimum 6 years of proven experience in the food ingredients sector** , specifically in areas such as sweeteners, modified starch, food additives, natural ingredients, health ingredients, and oleoresins.
3. **Strong leadership experience** with a track record of **managing a team of 4-6 people**.
4. **Technical knowledge in food ingredient applications** , including a clear understanding of how these ingredients are used within various food products.
5. Excellent managerial skills with the **ability to drive team performance and achieve business goals** .
6. Strong communication and interpersonal skills for effective collaboration with clients, team members, and stakeholders.
7. **Proficiency in English** (written and spoken).

Responsibilities:**1. Achieve Sales and Revenue Goals**

Lead the team to consistently meet or exceed sales targets, aligning with the company's growth objectives.

2. Sales Strategy and Planning

Develop and implement a business plan that covers sales targets, revenue goals, and expense management to ensure sustainable growth.

3. Identify and Pursue Partnership Opportunities

Seek strategic partnerships and collaborations to expand the company's market presence and reach new clients.

4. Develop New Business Relationships

Build and nurture relationships with new clients to drive business growth and support expansion efforts.

5. Sales Targeting and Territory Management

Set individual sales targets, assign territories, and monitor team members' progress to maximize performance.

6. Team Development and Motivation

Motivate, coach, and support the sales team with continuous training, product knowledge, and performance feedback.

7. Team Recruitment and Training

Plan and oversee the hiring process and onboarding of new team members, ensuring they have the skills needed to succeed.

8. Sales Tracking and Reporting

Track sales goals, analyze results, and report key performance metrics to leadership as necessary.

Think you tick all the boxes? Great!

After applying, send me message on LinkedIn (Milysa Tjandra) explaining briefly why you're the best fit for this role. Who knows, you might just land at the final offering stage, talk soon.

- Only selected candidates will be contacted -

#LI-JACID
#countryindonesia

Company Description