



## PR/122548 | Senior Sales Manager

### Job Information

**Recruiter**

JAC Recruitment Indonesia

**Job ID**

1506536

**Industry**

Other (Manufacturing)

**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

**Job Description:**

- To deliver the numbers, coordinate with the internal departments in charge of sales, marketing, and product. As the lead of their own territory, they must develop a go-to-market strategy.
- Oversee the whole sales process and give the executive team comprehensive pipeline visibility.
- Examine and determine how we might resolve the issues with client engagement and retention. Serve as a reliable resource for the main accounts about user engagement and retention matters.
- Establish and preserve C-Level connections with the designated Enterprise Accounts.
- Inform potential customers with market developments and creative fixes for the main problems facing the ecosystem.
- Analyse major developments in the logistics and supply chain sectors and spot new trends to influence product development in the future.

- Managing partners and assisting in lead generation
- In order to achieve the growth goals, collaborate with marketing colleagues to lead cross-functional, cross-channel marketing initiatives.

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## Company Description