



## PR/122241 | Sales Manager

### Job Information

**Recruiter**

JAC Recruitment Indonesia

**Job ID**

1507362

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

Indonesia

**Salary**

Negotiable, based on experience

**Refreshed**

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### 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.**

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Company Description