



JAC Recruitment

We are recruitment specialists around the globe

Indonesia

## PR/122291 | BPO & Outsourcing Key Account Ast Manager

### Job Information

**Recruiter**

JAC Recruitment Indonesia

**Job ID**

1507383

**Industry**

Business Consulting

**Job Type**

Permanent Full-time

**Location**

Indonesia

**Salary**

Negotiable, based on experience

**Refreshed**

December 3rd, 2024 10:19

### 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: North Jakarta****Industry: Marine Logistic****What Sets This Company Apart**

Executive recruitment company JAC Recruitment Indonesia is seeking a talented **BPO & Outsourcing Key Account Ast Manager** professional for a leading state-owned enterprise (BUMN) in the marine logistics and solutions industry.

Responsible for assisting in managing sales targets, analyzing sales performance, and supporting the preparation of sales programs and budgets. Your efforts will focus on helping to increase sales from both new and existing customers in General Trading & Services activities.

**Apply now, your time to shine has come!****Qualifications:**

- Bachelor's degree or equivalent.
- **Experience collaborating on and managing projects with BUMN entities.**
- **Have 3+ years of experience** in large outsourcing companies such as ISS, G4S, or other global outsourcing firms,

- particularly in Selling Projects.
- Comprehensive knowledge of **labor laws** and regulations related to **labor supply** (outsourced manpower and other support services).
- Ability to perform effectively to **meet sales targets**.

**Responsibilities:**

- **Achieve Sales Targets**  
Drive sales results by implementing effective strategies to consistently meet and exceed company goals.
- **Lead the Sales Team**  
Guide and support your team, set clear sales targets, and ensure everyone is working towards achieving company objectives.
- **Manage Sales Budgets**  
Create and oversee sales budgets to ensure optimal financial performance and efficient use of resources.
- **Understand Customer Needs**  
Continuously engage with customers to understand their needs and feedback, ensuring their satisfaction and uncovering opportunities for growth.
- **Boost Company Profitability**  
Develop and execute strategies that increase profitability through successful sales efforts and strong customer relationships.

**Think you tick all the boxes? Great!**

After applying, send me an email **explaining briefly why you're the best fit for this role**. Who knows, you might just land at the **final offering stage**.

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