



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**.

Company Description