



JAC Recruitment

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Indonesia

PR/122550 | GM Sales

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1507479

Industry

Retail

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

December 3rd, 2024 10:22

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

GM Sales (Covering Indonesia Region)

Job Description

- Develop and implement sales strategies to achieve company goals and objectives.
- Analyze market trends and adjust sales strategies accordingly.
- Lead, mentor, and manage the sales team to ensure high performance.
- Set clear performance targets and provide regular feedback.
- Oversee the sales operations, including setting sales targets and monitoring performance.
- Manage key accounts and build strong relationships with clients.
- Identify and pursue new market opportunities to expand the company's footprint.
- Develop and maintain relationships with distributors and partners.
- Prepare and manage the sales budget.
- Monitor sales expenses and ensure cost-effective operations.
- Provide regular sales reports and forecasts to senior management.
- Analyze sales data to identify trends and areas for improvement.

Requirements

- **10-15 years of experience** in FMCG sales management.
 - **Master's or Bachelor's Degree in Business Administration, Finance, Economics and other relevant areas.**
 - **Proven track record** in leading sales teams and achieving targets.
 - **Extensive knowledge** of the FMCG market and its dynamics.
 - **Experience in strategic planning** and execution.
 - **Strong relationships** with key clients and stakeholders.
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Company Description