



PR/122514 | Sales Manager

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1510972

Industry

Tourism

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

December 17th, 2024 10:23

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 Descriptions:

- Directing and coordinating all sales activities locally and regionally
- Preparing sales budgets and projections and approving expenditures
- Tracking and analyzing sales statistics based on key quantitative metrics
- Handling and resolving customer complaints regarding a product or service
- Serving as the face of the organization to internal and external partners
- Making data-informed decisions to drive performance and resource allocation
- Developing and maintaining relationships with key clients
- Setting sales quotas and goals
- Overseeing and directing performance of the sales team
- Identifying emerging markets to find new sales opportunities
- Defining and executing territory sales plans

Company Description