



PR/122525 | Business Development (Sales Engineer)

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1512135

Industry

Civil Engineering and Construction

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

January 22nd, 2025 05:00

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

OVERVIEW

This is for our client, a Consultant Engineering company. The primary responsibility will be to identify and secure new business opportunities, build and maintain strong client relationships, and provide technical expertise to support sales activities.

JOB RESPONSIBILITIES

- Identify and target potential clients including infrastructure, construction, or industrial estate company
- Build and maintain relationships with existing and potential clients
- Develop and implement strategic business development plans to achieve sales targets
- Conduct market research to stay up to date on industry trends and competitor activities

JOB REQUIREMENT

- Min. bachelor's degree in mechanical or electrical engineering
- Min. 2 years of working experience as Sales or BD in Engineering Consultant/Construction Industry
- Able to speak English
- Excellent communication, negotiation, and presentation skills

Company Description