



PR/122544 | Sales Executive

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1512215

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Spain

Salary

Negotiable, based on experience

Refreshed

February 5th, 2025 15:00

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

- Our client is a multinational company from Spain since 1997, leading European company in Used Machinery market for plastic, packaging and beverage industries. They have operations across Africa, Asia, Eastern Europe, North America, and Latin America.
- Their business model is that they sell factory to factory, meaning that the vast majority of 2nd hand machinery listed on their website can be inspected in running condition. This way, their customers can see where these machines come from, how good they really are, and assess their state of maintenance.
- Our client trade used machines, meaning they do not store them, but rather, the machine are kept at the sellers' factories up until they are purchased.

- They buy and sell mainly these 14 types of machines

Used Beverage Machines

Used Blow Molding Machine

Used Compounding Machines

Used Dairy Machine

Used Film Converting Machines

Used Film Printing Machine

Used Fruits and Vegetables Machines

Used Film Extrusion Machines

Used Injection Moulding Machine

Used Pipe Extrusion Machine

Used Profile Extrusion Machine

Used Recycling Machine

Used Thermoforming & Sheet Machinery

Other Used Machines

- They are in the search for a Sales Representative as they look to expand their services and operations in Indonesia.
- You have to look for opportunities to buy and sell machinery in the plastics sector (machinery for film, bags, thermoforming, extrusion, etc.) and or beverages sector (filling lines for water, soft drinks, dairies, etc.) You would take care of the projects you find in the area from start to finish. You must be commercially minded and have a couple of years' experience in the sector.
- Job profile:

Under the supervision of the Department Manager, work the assigned market in the machinery buying and selling business (prospecting, documenting, promoting, selling, contracting, supervising dismantling, packaging, loading and reporting).

- The main tasks to be performed would be the following:
- Correcting data errors in the system, calling to search for machines for sale and offering our machinery search services.
- Entering, requesting approval and valuation, as well as publication of machines for sale with their HS code, photos and complete technical data.
- Creation of sales projects after screening of potential customers.
- Creation of sales proposals.
- Generation of seller and buyer protection contracts, intermediary protection, purchase and sales contracts.
- Settlement of expenses.
- Generation of all types of contracts with owners, intermediaries, buyers, service providers, etc.
- Coordination of dismantling, packing and loading with the Commercial Administration Department.
- Generation of Export and Trade documentation: PL, CMR, B/L.
- Travel to inspect machines and to dismantling and loading if requested.

- Completion of visit and machine loading reports.

- Required:
- University Degree. Commerce, Economics, Business or Engineering.
- Fluent in Conversation and Speaking in English - Must Have Criteria
- Excel knowledge.
- Driving license (Valid and Active SIM A)

- Desired personal skills/skills:
- Helpful, teamwork, initiative, observation and listening skills, willingness to travel, empathy, collaboration, organization, detail-oriented, oral and written communication skills, proactive, show decisiveness on the phone.

- Fully Remote
- Reporting Directly to the Commercial Director for Southeast Asia
- Become the first Sales Representative for Indonesia

Company Description