



PR/122546 | BD Manager Personal Care

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1512216

Industry

Chemical, Raw Materials

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

January 22nd, 2025 06:01

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

Responsibilities:

- Identify partnership opportunities
- Develop new relationships in an effort to grow business and aid expansion efforts.
- Managing organizational sales by developing a business plan that covers sales, revenue, and expense controls
- Planning and directing the hiring and training of sales team
- Developing your sales team through motivation, counseling, and product education
- Develop individual sales targets and assign territories for the sales team
- Tracing sales goals and reporting results as necessary.

- Achieving sales goals

Qualifications:

- Bachelor's or Master's degree or equivalent experience in Business, Pharmacy, or Apothecary
- 6+ years' of industry-related business development and sales experiences, specifically in the cosmetics ingredients
- Strong knowledge of successful sales and marketing strategies

Company Description