



PR/122548 | Senior Sales Manager

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1512218

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

December 24th, 2024 10:30

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 Description:

- To deliver the numbers, coordinate with the internal departments in charge of sales, marketing, and product. As the lead of their own territory, they must develop a go-to-market strategy.
- Oversee the whole sales process and give the executive team comprehensive pipeline visibility.
- Examine and determine how we might resolve the issues with client engagement and retention. Serve as a reliable resource for the main accounts about user engagement and retention matters.
- Establish and preserve C-Level connections with the designated Enterprise Accounts.
- Inform potential customers with market developments and creative fixes for the main problems facing the ecosystem.
- Analyse major developments in the logistics and supply chain sectors and spot new trends to influence product development in the future.

- Managing partners and assisting in lead generation
- In order to achieve the growth goals, collaborate with marketing colleagues to lead cross-functional, cross-channel marketing initiatives.

Company Description