



## PR/122555 | Sales / Business Development

### Job Information

**Recruiter**

JAC Recruitment Indonesia

**Job ID**

1512224

**Industry**

Civil Engineering and Construction

**Job Type**

Permanent Full-time

**Location**

Indonesia

**Salary**

Negotiable, based on experience

**Refreshed**

January 22nd, 2025 08:00

### 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

**JOB RESPONSIBILITIES**

- Identify and target potential projects – obtaining project information
- Create relationships with potential clients or information sources
- Create a strategy to obtain projects and execute/implement the strategy
- Evaluate potential projects
- Lead a tender team in tender process including negotiations/conclude the contract.

**JOB REQUIREMENT**

- Min. bachelor's degree or equivalent
- Min. 15 years of working experience in construction industry – construction company, design office, structure engineering office, MEP office, QS office, etc.
- Able to speak English
- Excellent communication, negotiation, and presentation skills

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## Company Description