



PR/122601 | Sales Manager

Job Information

Recruiter[JAC Recruitment Indonesia](#)**Job ID**

1512244

Industry

Retail

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

December 24th, 2024 10:31

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 Malaysian F&B Tech startup originating from Malaysia who have been operating in Indonesia for the past 4 years. They are uniquely positioned as one of Indonesia's only providers and sellers of alternative high quality premium dairy products, with their signature Goat Milk being their headline product.

With their Head Office situated in Cibubur, they are in the search for a Sales Manager to spearhead their expansion into the Indonesian market. They are looking for an seasoned Sales Manager from the F&B Industry (preferably from consumable health or dairy products) to lead their existing sales team.

Apart from this, the Sales Manager will look to expand their Sales team outside of the JABODETABEK area, therefore, prior recruitment, training and development experience of a sales team will is a must.

Working Arrangement:

Work From Home

Reporting Line:

CEO

Requirements & Scope:

Experience in managing and leading a team

Experience in selling Alternative Dairy/Health Consumable/or related high end consumable health products.

Experience in recruiting, developing and training junior sales

Active Driving License (SIM A or C)

Maximum Age: 40

Interview process: Offline

Responsibilities:

Team Leadership: Guide, inspire, and oversee the sales team to meet sales goals and objectives.

Sales Strategy Implementation: Create and execute effective sales strategies to foster growth and expand market reach.

Performance Monitoring: Monitor and evaluate sales performance metrics, providing regular updates to senior management.

Training and Development: Identify training requirements and coach sales representatives to improve their skills and performance.

Customer Relationship Management: Establish and maintain strong relationships with key clients, retailers, and distributors.

Market Analysis: Perform market research to discover new business opportunities and stay informed on industry trends.

Issue Resolution: Resolve any issues or conflicts within the sales team or with clients.

Inventory Management: Maintain inventory levels to ensure product availability meets customer demand.

Compliance: Ensure all sales activities adhere to company policies and regulations.

Budget Management: Support the preparation and management of the sales department budget.

Company Description