



JAC Recruitment

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Indonesia

PR/122667 | National Sales Manager

Job Information

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

1512286

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

December 24th, 2024 10:32

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 Descriptions:

- Develop new market, increase product penetration and company market share in hand tools segment, while maintain existing Dealers/Distributors/Retailers to achieve company sales target
- Evaluates & develops markets aligned with company directions & strategies
- Develops initial market & sales entry strategies in distribution reach through the appointment of new Dealers/Distributors/Retailers
- Searches & acquires suitable candidates for Dealers/Distributors/Retailers.
- Evaluates them, and negotiates to reach target agreement/s.
- Manage sales team in daily sales routines
- Maintain & improve strong relationship with existing Dealers/Distributors/Retailers owner
- Analyze Dealers/Distributor/Retailers purchase history to identify business opportunities
- Increase revenue and market shares compared to competitors in
- Dealers/Distributors/Retailers
- Willing to do business trip

Job Requirements:

- Min 5 years experience as Sales Manager
 - Experience in hand tools, power tools or building material that have distributor as their channel is highly preferred
 - Strong customer focus & communication skills
 - Posses strong business acumen to identify potential business opportunities
 - Self-motivated, goal-orientd with strong work ethics, good analytical thinking and effective time management skills
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Company Description