



PR/122604 | BD Manager

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1514243

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

January 28th, 2025 04:00

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

Essential Job Functions:

1. Primary contact for assigned key accounts and channel partner. In essence, the "face" of the company with these accounts.
2. Responsible for sales volume and gross margin growth with each customer on products by the development and execution of a strategic business plan for the assigned channel partners and key accounts, aligned with Asia initiatives and global / regional campaigns. In collaboration with internal and external cross functional team members lead sales efforts to meet or exceed goals.
3. Work with the company's Asia and US team; collaborate with channel partners, leading and developing them to create and optimize business opportunities.
4. Jointly develop and implement sales and marketing strategies with colleagues to maximize sales revenue and gross profit for Company's core products at selected Key Account and Multinational accounts. Create appropriate key account plans.
5. Work together with Company's Customer Experience team to provide efficient and prompt response to internal and external customer needs providing maximum customer service satisfaction.
6. Align with Sales Director Asia and Business Units Leaders to determine and execute consistent pricing policies. To gather and assess competitive information on pricing, product quality, applications and competitive activity. Bring large new business opportunities to the attention of Sales Director – Asia and Business Units leaders.

Company Description