



PR/122753 | Sales Leader

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1521482

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

February 11th, 2025 10:26

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

Requirements:

- Min. S1 from any major (preferably from reputable university) GPA min. 2.75
- Min. 4 years' experience in direct selling (Salesman)
- Having experience in leading team
- Preferably from leasing, industrial, automotive, forestry, agriculture, mining, heavy equipment (only with proven achievements) or related industry
- Willing to be placed across Indonesia

Job Descriptions:

- Accountable for monitoring Sales performance to ensure PS targets for Sales and cost at the Branch are met.
- Accountable for managing relationship with Customers and resolve commercial issues collectively with Branch Head
- Accountable for ensuring Sales Reps follow Sales policies and processes (including evaluating quality of report such as visit reports, MEP data, demand forecast as well as accuracy of Sales document, e.g., quotation, purchase order, invoice) based on guidance from Area PS Sales Compliance Manager.
- Accountable for ensuring the development of subordinate's competencies and career progression.
- Responsible for providing inputs to Branch Managers on PS Sales budgeting in accordance to annual account planning output.
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- Responsible for identifying target accounts and assign Customer coverage to Sales Reps.
- Responsible for reviewing Sales Reps activity plan, Customer visit plans and visit reports.
- Responsible for reviewing price (including discount given), terms and conditions of the offers to Customers.
- Responsible for reviewing Parts forecast submitted by Sales Reps.
- Responsible for consolidating information and provide feedback to HO on changes in committed demand forecast (e.g., cancellation, delay), major fleet movement and Customers maintenance plan.
- Responsible for evaluating Sales Reps performance and provide the required guidance/ coaching to help them achieve their Sales targets.

Company Description