



JAC Recruitment

We are recruitment specialists around the globe

Indonesia

PR/122401 | Sales & Marketing Assistant Manager

募集職種

人材紹介会社

ジェイエイシーリクルートメント インドネシア

求人ID

1504476

業種

プラント

雇用形態

正社員

勤務地

インドネシア

給与

経験考慮の上、応相談

更新日

2024年11月19日 10:54

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

Job Description:

1. Selling company products and services. Do needed activities related selling spare parts or provide services to customer, including but not limited to make quotation, negotiate, prepare purchase order, arrange importation, delivery, project management, etc.
2. Do administrative works to support above tasks, including but not limited to make report and presentation for internal (superior, Headquarter, etc.) and/or external (customer, government, etc.)
3. Coordinating with related parties to provide needed parts / services.
4. Maintain good relationship with existing customers and achieve sales targets.
5. Conduct presentations to potential companies (customers).
6. Create a customer database in an orderly sequence.
7. Obtain loyalty from customers to use the products and services offered by the company.
8. Contacting potential customers from the existing database in the company.
9. Build, lead and motivate teams to meet revenue targets.
10. Other items requested by Superior after the necessary discussion.

Requirements:

1. Minimum bachelor's degree in any major with min GPA 3.00. Engineering knowledge background is a plus.
2. Candidate should have good communication, networking & negotiation skills, fluent in both spoken and written English, capable of preparing reports and delivering presentations in English. Can communicate in Japanese is a plus.
3. Have a minimum of 3 years work experience in field of B-to-B Sales & Marketing. Industrial Equipment related experience and Digital Marketing knowledge/ experience will be an advantage.
4. Proficient in Microsoft Office & Presentation.
5. Candidate must be able to work under pressure, willing and able to travel in any area, both domestic and overseas.
6. Candidate must be able to handle various administrative tasks, prepare quotation, negotiate, prepare order, arrange importation, delivery, project management, etc.
7. High personal motivation to achieve sales target.
8. Able and experienced to lead a team.

会社説明