



## PR/122548 | Senior Sales 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

1506536

#### 業種

その他（メーカー）

#### 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26日 10:21

### 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:

- To deliver the numbers, coordinate with the internal departments in charge of sales, marketing, and product. As the lead of their own territory, they must develop a go-to-market strategy.
- Oversee the whole sales process and give the executive team comprehensive pipeline visibility.
- Examine and determine how we might resolve the issues with client engagement and retention. Serve as a reliable resource for the main accounts about user engagement and retention matters.
- Establish and preserve C-Level connections with the designated Enterprise Accounts.
- Inform potential customers with market developments and creative fixes for the main problems facing the ecosystem.
- Analyse major developments in the logistics and supply chain sectors and spot new trends to influence product development in the future.

- Managing partners and assisting in lead generation
- In order to achieve the growth goals, collaborate with marketing colleagues to lead cross-functional, cross-channel marketing initiatives.

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会社説明