



PR/122241 | 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

1507362

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12月03日 10:18

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

Industry: Building Materials

Requirements:

- Proven successful track record in sales management with an existing network of contractors, consultants, and developers
- Ability to work independently with minimal supervision, delivering long-term profitability to the company
- Enthusiastic and customer-focused with a strong desire to serve customers
- Strong leadership skills with the ability to work under pressure
- Excellent interpersonal and communication skills

- Eligible to work in Indonesia

Responsibilities:

- Increase sales of products and services, exceeding target figures
- Coordinate and support the sales and operation teams to achieve sales and quality performance targets
- Set and review yearly sales targets, providing monthly updates to management
- Report monthly forecast vs actual sales to the administration and accounting teams
- Review and approve sales contracts and warranties before submission
- Build strong relationships with industry players such as developers, architects, and engineers
- Conduct regular seminars to promote products and services
- Monitor team performance and implement training and appraisals effectively
- Ensure high-quality project outcomes and implement corrective measures
- Conduct customer satisfaction surveys and gather feedback
- Oversee and ensure effective implementation of ISO standards and Integrated

Management System (IMS) policies

For more information, feel free to contact our consultant, Lia Damayanti, on LinkedIn.

会社説明