



JAC Recruitment

We are recruitment specialists around the globe

Indonesia

PR/122447 | 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

1507429

業種

その他（商社）

雇用形態

正社員

勤務地

東京都 23区

給与

経験考慮の上、応相談

更新日

2024年12月03日 10:20

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

Key Responsibilities

- **Sales Strategy Development:** Formulate and implement sales strategies to meet company sales targets and expand the customer base.
- **Client Acquisition:** Identify and approach potential clients, negotiate and secure contracts, and manage relationships with key accounts in the packaging sector.
- **Market Research:** Conduct market research to stay updated on industry trends, competitor activities, and customer needs.
- **Customer Relationship Management (CRM):** Use CRM tools to manage and monitor client interactions, pipeline management, and sales performance.
- **Sales Reporting:** Prepare and present sales performance reports to senior management, including forecasting and market insights.
- **Sales Negotiation:** Lead high-level negotiations with clients, ensuring contracts are beneficial for both the company and the customer.
- **Customer Support:** Handle escalated customer service issues to ensure client satisfaction and retention.

Qualifications & Skills

- Bachelor's degree in Business, Marketing, or related field.
- 10+ years of experience in sales, preferably in the packaging industry or a similar sector.
- Strong leadership and team management abilities.

- Proven track record of meeting or exceeding sales targets.
- Excellent negotiation, communication, and interpersonal skills.
- In-depth knowledge of the packaging industry and market dynamics.
- Ability to travel as needed to meet with clients or attend industry events.

会社説明