



## PR/122550 | GM Sales

## 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

1507479

## 業種

小売

## 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 10:22

## 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

GM Sales (Covering Indonesia Region)

## Job Description

- Develop and implement sales strategies to achieve company goals and objectives.
- Analyze market trends and adjust sales strategies accordingly.
- Lead, mentor, and manage the sales team to ensure high performance.
- Set clear performance targets and provide regular feedback.
- Oversee the sales operations, including setting sales targets and monitoring performance.
- Manage key accounts and build strong relationships with clients.
- Identify and pursue new market opportunities to expand the company's footprint.
- Develop and maintain relationships with distributors and partners.
- Prepare and manage the sales budget.
- Monitor sales expenses and ensure cost-effective operations.
- Provide regular sales reports and forecasts to senior management.
- Analyze sales data to identify trends and areas for improvement.

## Requirements

- **10-15 years of experience** in FMCG sales management.
  - **Master's or Bachelor's Degree in Business Administration, Finance, Economics and other relevant areas.**
  - **Proven track record** in leading sales teams and achieving targets.
  - **Extensive knowledge** of the FMCG market and its dynamics.
  - **Experience in strategic planning** and execution.
  - **Strong relationships** with key clients and stakeholders.
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会社説明