



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

1512101

## 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24日 10:25

## 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 &amp; 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.
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会社説明