



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

1512220

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24日 10:30

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