



PR/122657 | Business Development Sales Engineer

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

1512280

業種

その他（商社）

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

2025年02月19日 08:00

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

The Business Development Sales Engineer is responsible for identifying and developing business opportunities to generate revenue, strengthen customer relationships, and increase market share. This role requires close collaboration with internal teams (sales, marketing, engineering) and external stakeholders (customers, suppliers) to develop and execute strategies that meet the company's business objectives.

Key Responsibilities:

- Identify and analyze new business opportunities: Develop strategies to pursue these opportunities.
- Market research and analysis: Conduct research to identify potential customer bases and market trends.
- Customer relationship management: Develop and manage relationships with potential customers and key stakeholders.
- Technical support: Provide technical support and product knowledge to clients.
- Presentations: Prepare and deliver presentations to customers and stakeholders.

- Feedback evaluation: Evaluate customer feedback and research to develop new products and services.
- Industry monitoring: Monitor industry trends and competitive landscape to stay informed of market conditions.
- Pricing strategies: Develop and implement pricing strategies.

Required Skills and Qualifications:

- Technical expertise: Strong understanding of engineering principles and industry standards.
- Business acumen: Ability to analyze market trends and develop business strategies.
- Communication skills: Excellent verbal and written communication skills.
- Relationship building: Ability to build and maintain strong relationships with clients and stakeholders.
- Problem-solving: Strong analytical and problem-solving skills.
- Project management: Ability to manage multiple projects and deadlines.
- Education: Bachelor's degree in engineering, business, or a related field.

Desired Experience:

- Experience in business development, sales, or a related field.
- Proven track record of identifying and securing new business opportunities.
- Experience in providing technical support and product knowledge to clients.
- Bachelor's degree from engineer major

会社説明