



JAC Recruitment

We are recruitment specialists around the globe

Indonesia

PR/122667 | National 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

1512286

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01月08日 15:00

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

Job Descriptions:

- Develop new market, increase product penetration and company market share in hand tools segment, while maintain existing Dealers/Distributors/Retailers to achieve company sales target
- Evaluates & develops markets aligned with company directions & strategies
- Develops initial market & sales entry strategies in distribution reach through the appointment of new Dealers/Distributors/Retailers
- Searches & acquires suitable candidates for Dealers/Distributors/Retailers.
- Evaluates them, and negotiates to reach target agreement/s.
- Manage sales team in daily sales routines
- Maintain & improve strong relationship with existing Dealers/Distributors/Retailers owner
- Analyze Dealers/Distributor/Retailers purchase history to identify business oppportunities
- Increase revenue and market shares compared to competitors in
- Dealers/Distributors/Retailers
- Willing to do business trip

Job Requirements:

- Min 5 years experience as Sales Manager
 - Experience in hand tools, power tools or building material that have distributor as their channel is highly preferred
 - Strong customer focus & communication skills
 - Posses strong business acumen to identify potential business opportunities
 - Self-motivated, goal-orientd with strong work ethics, good analytical thinking and effective time management skills
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会社説明