



## 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

#### 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