



PR/122604 | BD 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

1514243

業種

その他（メーカー）

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31日 10:11

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

Essential Job Functions:

1. Primary contact for assigned key accounts and channel partner. In essence, the "face" of the company with these accounts.
2. Responsible for sales volume and gross margin growth with each customer on products by the development and execution of a strategic business plan for the assigned channel partners and key accounts, aligned with Asia initiatives and global / regional campaigns. In collaboration with internal and external cross functional team members lead sales efforts to meet or exceed goals.
3. Work with the company's Asia and US team; collaborate with channel partners, leading and developing them to create and optimize business opportunities.
4. Jointly develop and implement sales and marketing strategies with colleagues to maximize sales revenue and gross profit for Company's core products at selected Key Account and Multinational accounts. Create appropriate key account plans.
5. Work together with Company's Customer Experience team to provide efficient and prompt response to internal and external customer needs providing maximum customer service satisfaction.
6. Align with Sales Director Asia and Business Units Leaders to determine and execute consistent pricing policies. To gather and assess competitive information on pricing, product quality, applications and competitive activity. Bring large new business opportunities to the attention of Sales Director – Asia and Business Units leaders.

会社説明