

Architect Manager (Design & Architect Industry)

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Company: SabiKerja

Location: Central Jakarta

Category: other-general

Description:

SabiKerja is a curated headhunter agency based in Jakarta that is well-known as a one-stop talent solution in which we connect curated quality talent with the institution or company that partners with us.

We represent our client, one of the design and architect construction companies that focus on structural construction and fit-out interiors. They assist more than 100+ projects with multiple types of buildings and projects across Indonesia

Key Responsibilities:

Identify new export market opportunities and develop effective sales strategies.

Build and maintain relationships with potential clients, distributors, and business partners in the export market.

Manage the bidding process, contract negotiations, and sales closures.

Lead the sales team to achieve export sales targets.

Monitor global market trends and identify relevant opportunities and risks.

Qualifications:

Male/Female, maximum age 40 years old, with Bachelor of Architecture.

Minimum 5 years of experience as a Manager/Head/Supervisor of Architects.

Minimum 10 years of experience in an architectural consulting firm or property/developer, working on large-scale architecture projects such as high-rise and commercial buildings (residential, office, hospitality, hospitals).

Proficiency in MS Office, CAD software, SketchUp, and BIM.

Preferred professional architect certification (IAI).

Strong leadership, analytical, and team development skills.

Excellent communication, negotiation, and interpersonal skills.

Honest, meticulous, disciplined, and responsible.

Fluent in English, both orally and in writing.

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