

Sales Manager - Digital Transformation - Jakarta

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Company: Michael Page

Location: Daerah Khusus Ibukota Jakarta

Category: other-general

JakartaPermanent Demonstrate your enterprise sales skills in a market-leading companyEnhance your leadership skills in managing the Sales team and activitiesAbout Our ClientThe client is a market-leading IT solutions company specialising in customizable development in Mobile Programming (Apps), Website and Desktop projects. Currently looking for a Sales Manager to help lead the commercial function in Digital Transformation Projects, dealing with enterprises mainly from the FMCG, Manufacturing, Oil & Gas and MNCs, among others.

Job Description

Responsibilities:

- Possess and demonstrate strong understanding of the company's products and services to provide solutions tailored to the business needs of client companies
- Develop and implement Sales & Account Management strategies, aligning with the company's goals and objectives
- Hands-on in training, nurturing, sharing, coaching and mentoring sales team - maximising their potential and strong points
- Take leadership in managing the Sales team, nurturing Sales team members to achieve OKR and targets
- Deliver and implement values into day to day activities, aligning with the company's values
- Collaborate and work with cross-functional teams such as Marketing, Operations, Tech, etc. to provide maximum delivery output
- Prepare and present key progress to BoD and key stakeholders

The Successful Applicant

Requirements:

- A Bachelor's degree at any relevant field
- At least 5 years of working experience in B2B Sales roles, a background in an IT or Tech company will be a plus
- Proven track record in sales achievements - onboarding new logos to the company
- A solid network within FMCG and Manufacturing will be a plus
- Experienced in managing and leading a team
- Excellent Communication and Presentation skills - both in English and Indonesia

What's on Offer

- Flexible hybrid working

arrangement Promising career advancement and growth exposure We don't just accept difference - we celebrate it. We encourage applicants from all backgrounds to apply for this role and are committed to building inclusive, diverse workplaces where everyone can thrive. If you require any support or reasonable adjustments during the recruitment process, please let us know . IDR80,000,000 - IDR150,000,000 per month (IDR960,000,000 - IDR1,800,000,000 per year)

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