

## Sales Manager, Indonesia (Based in Jakarta)

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Company: Tate and Lyle

Location: Indonesia

Category: other-general

As **Sales Manager, Indonesia**, you work closely with the Technical Applications, Finance, Product Managers, Global Operations, Strategy and Sales team to manage and grow the business in Indonesia.

### About You

We're looking to recruit a Sales Manager, Indonesia reporting to the Senior National Sales Manager (based in Jakarta)

### About Us

We're a fast-growing food ingredient and solutions business, known for our expertise and innovation in sweetening and sugar reduction, mouthfeel and fortification for healthier food and drink.

We develop, produce and market distinctive, high-quality ingredients and solutions for food and beverage customers around the world. Through our manufacturing facilities, innovative technology and formulation expertise, we help our customers create more cost-effective, better-tasting products for consumers. Together, we transform lives through the science of food, making tasty food healthier and healthy food tastier.

We have more than 3,000 employees working in 60 locations across 30 countries. Our regional food and beverage solutions teams rely on Global Operations, Innovation and Commercial Development and a variety of support services to help our customers create more nutritious, better-tasting and cost-effective products for consumers.

### What You'll Be Doing

Overall responsibility for managing, developing and growing the sales of all FBS within

assigned territory while managing volume and margin expectations to achieve AOP targets, by formulating sales/ account plan driving category priorities.

Establish and maintain good relationships with existing and new key account customers.

Responsible for assessing market opportunities and organizational capabilities, utilizing these efficiently and effectively to grow business in the territory.

Responsible for assessing market opportunities and organizational capabilities, utilizing these efficiently and effectively to build pipelines and grow business in the territory

Working together with the Technical Manager to provide solutions to customers in Indonesia on the T&L portfolio.

Securing alignment & support of business development initiatives among cross-functional support groups such as product management, marketing, technical service, applications, and commercial (logistics & finance).

Provide competitors' business, market trends & business potential on customer base.

Provide monthly, and yearly forecasts and be involved in demand planning forecast reviews periodically to ensure accuracy in forecasts.

Work Independently with great time management Complete reports and business requirements promptly.

May assist in other areas or perform duties as required.

## **EHS**

Perform, Maintain and improve the EHS standards and requirements as set by the Company. Participate in the company's EHS program including training, audit etc., arranged by the company.

Complete safety training and audits

Report near misses or unsafe act

Improve overall J2EE element scores in each role.

Assume the role of process owner as part of the element in our Journey to EHS Excellence (J2EE)

## **Location**

This role is assigned to be **in Jalan Tomang Raya, Jakarta.**

## **What You'll have**

Bachelor's degree in business administration, food science or related industry with commercial experience and has demonstrated the ability to sell value-added products.

Min 5 years of experience managing key accounts within the food ingredients industry

Proven record of customer relationship management. Strong knowledge of the Food Ingredients industry within the territory – sweeteners, modified starches, fiber or prebiotics, and hydrocolloids.

Proven ability to meet demanding timelines and achieve ambitious targets to deliver results under pressure.

Experience and success in a collaborative environment.

Ability to travel domestically and within the region occasionally.

Strong business acumen to identify and pursue new opportunities.

Excellent presentation and communication skills.

Ability to build strong, good relationships with internal peers, sales and marketing, and other support functions to drive business results.

Confidence and self-motivation with unquestionable work habits and ethics.

Fluency in spoken and written English

Positive attitude with the ability to handle changes.

Good time management skills.

## **What We Can Offer**

Base salary with 13th month bonus + excellent on-target sales bonus

Medical & Hospital Insurance coverage

Opportunity to work with the colleagues from the APAC & Global team

Membership to Employee Resource Groups (Professional Women's Network, LGBTQ+, Black Employee Network, Veterans', Mental Health)

Mental health and well-being support via Mental Health First Aiders & Employee Assistance Program

Local volunteering opportunities (where applicable)

**#LI-JL1**

**Tate & Lyle is an equal opportunity employer, committed to the strength of an inclusive workforce.**

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