

## Sales Manager (Japanese Speaker)

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Company: JAC Recruitment

Location: Indonesia

Category: other-general

### 【Job Details】

Coordination with in-house local staff (design team & other support division team) and partner companies (vendors).

Comprehensive proposals centered on furniture proposals, including layout design, interior design, IT, and work styles.

Building and leading a team of salespeople to help drive revenue by set targets to hit or exceed revenue forecast and ultimately meet customer needs.

Collaborate with President Director and other Manager to seek new opportunity by analyze market trends in Indonesia and Southeast Asia.

After receiving an order, the site will be handed over to the person in charge of site management (PM), but depending on the situation, site management also can be handled by this position.

### 【Requirements】

3 years of experience or more in Managing sales for Japanese companies.

Japanese language proficiency (N3 or higher, preferably N2).

Business level English proficiency.

Excellent communication, interpersonal, and organizational skills.

Cooperative with another internal team.

Develop and implement strategic sales plans to achieve company goals and expand market share.

Lead, mentor, and motivate the sales team to achieve individual and collective targets.

Build and maintain strong relationships with key clients and stakeholders.

Strong leadership and team management skills.

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