

## Sales & Marketing Manager - Food Flavorings/Ingredient | Jakarta

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Company: Smart Search Recruitment

Location: Bangkok

Category: other-general

**Our client is a multinational food flavoring and ingredients manufacturer who sells technically based applications to the world's food manufacturing sector for more than 40 years. They are globally well known and have customers from all over the world. Currently, they are operating sales offices in three continents and are seeking to expand their business. Our client now has an opening for an experienced Sales & Marketing Manager to join their operation in one of their Indonesian Operations Center in Jakarta, Indonesia.**

The Sales & Marketing Manager will be reporting to the Sales Manager APAC. The successful candidate will be driving the business growth and market development in Indonesia as a part of the local sales team to expand business in the Indonesian market. The overall duties and responsibilities of this sought-after position are outlined as follows:

Establish and maintain long-lasting business relationships with existing and new clients

Research and identify market opportunities to devise and implement sales and business development plans

Improve, create, and drive product marketability and profitability by understanding consumer requirements and identifying and capitalizing on market opportunities

Set and forecast sales targets and conduct sales analysis

Meet marketing and sales financial objectives by forecasting requirements and preparing budgets

Coordinate with HQ in Netherlands, other regional offices, and clients regarding sales and marketing activities

Manage import & export with team and distributor or clients

**Qualifications:**

Qualified to degree level in any subject, preferably in food science or chemical or business administration/management

At least 5+ years of proven sales & marketing experience or application experience in food industry

Experience in food science or food-related background, preferably savory taste & flavor

Good connection with local food manufacturers

Independence, growth oriented, and proactive

Excellent customer-oriented and presentation skills

Excellent communication skills in English and Bahasa Indonesia

Willingness and flexible to travel

This multinational food organization is renowned for truly valuing their employees. You will be rewarded with a generous pay package, training opportunities, and a variety of travel opportunities.

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