



JAC Recruitment

We are recruitment specialists around the globe

Singapore



## CR/094992 | Sales Executive (12 months)

## Job Information

**Recruiter**

JAC Recruitment Singapore

**Job ID**

1538161

**Industry**

Other (Trade)

**Job Type**

Contract

**Location**

Singapore

**Salary**

Negotiable, based on experience

**Refreshed**

May 1st, 2025 20:13

## General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Business Level

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

## Job Description

**COMPANY OVERVIEW**

Our client, a distinguished name in the commercial vehicle industry, was originally founded in Japan and now boasts a significant presence in multiple countries, including Singapore.

**JOB RESPONSIBILITIES**

- Drive sales of new trucks within the assigned territory.
- Meet and exceed sales and customer development targets by focusing on value-based customer acquisition and development, anticipating the needs and priorities of both existing and new customers.
- Adhere to company guidelines regarding customer segments, product mix, and pricing.
- Enhance customer growth and loyalty through the Customer Management (CM) approach by providing ongoing support and assistance.
- Formulate and execute business and account sales strategies by understanding prospects' fleet requirements, operations, and unmet needs.
- Perform daily sales activities, including identifying opportunities, organizing, preparing quotes, negotiating offers, and securing orders.
- Work closely with the Sales Department (Sales & Operations) to ensure timely vehicle delivery.
- Participate in Customer Vehicle Handover Ceremonies when required.
- Build relationships with financial institutions and bodybuilders to facilitate sales closures.

- Collaborate with other departments to ensure high levels of customer satisfaction.
- Provide weekly sales performance reports, including updates to the customer database, visitation plans, sales prospects, and market conditions.
- Manage Truck Account Receivables promptly.
- Handle other ad-hoc tasks as needed.

#### **JOB REQUIREMENTS**

- 3 to 6 years of experience in premium product sales
- Strong in hunting experience in related sales experience in related industry
- Good knowledge in LTA regulations/process for heavy/commercial vehicles
- Strong product knowledge
- Excellent customer relationship management skills
- Good understanding of the truck industry

Working Location: Singapore

Ng Siew Thien (R22107842)

JAC Recruitment Pte. Ltd. (90C3026)

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Company Description