



PR/095030 | Oversea Sales

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1538272

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

May 1st, 2025 20:14

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

Our client, an electrical manufacturing company is looking for an **Oversea Sales**.

Office Location: CBD area.

JOB RESPONSIBILITIES

- Develop and promote product and functional specifications to users, property developers, and consultants for pre-tender requirements.
- Proactively identify new projects and opportunities to introduce the company's products.
- Maintain a project list from pre-sales activities through to tender, with success measured by the adoption of specifications.
- Conduct market research, analyze competitor activities, and identify sales opportunities.

- Assist the sales team with various activities, including road shows, exhibitions, and promotional events.
- Prepare detailed weekly and monthly reports for the Sales Manager.
- Travel overseas (Sri Lanka, Cambodia, Pakistan) once every two months to promote the company's products and develop new business opportunities.

JOB REQUIREMENTS

- At least 3 years of experience in sales and marketing, with technical knowledge in BMS, ELV, Security, Fire Alarm, Pro-sound, Audio Visual, and Public Address Systems.
- Strong passion for audio technology and sound quality.
- Proactive, resourceful, and eager to explore new business areas.
- Excellent interpersonal and communication skills.
- Established contacts with users, property developers, and consultants.
- Proficient in MS Office; knowledge of AutoCAD is a plus.
- Own transport (car or motorcycle) is an advantage.
- Willingness to learn about audio technology.
- Diploma or Degree in Electrical/Electronic Engineering or a related field.
- Willingness to travel overseas.

SKILL

- Ability to create detailed product and functional specifications.
- Expertise in promoting technical products to various stakeholders.
- Early identification and tracking of new projects and opportunities.
- Managing pre-sales activities and ensuring specifications are used in tenders.
- Analyzing competitor activities to identify sales opportunities.
- Supporting the sales team in various activities, including road shows and exhibitions.
- Organizing and participating in promotional events.
- Preparing detailed weekly and monthly reports for the Sales Manager.
- Strong communication skills to interact effectively with stakeholders.
- Collaborative team player.

OTHER INFORMATION

- Monthly basic salary: S\$4,500~5,000 with AWS (1 month) and VB depending on company performance
- Working hour: 9:00AM-5:45PM
- WFH: Not available
- Annual Leave: 14days per year

JAC Recruitment Pte. Ltd.

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EA Personnel Registration Number: R23111969

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Company Description