



PR/094731 | Sales Executive

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1539163

Industry

Chemical, Raw Materials

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

May 13th, 2025 10:29

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, a manufacturing company, is looking for a **Sales Executive**.

Office Location: CBD, Singapore

JOB RESPONSIBILITIES

Responsible for developing new business, increasing or protecting our share of existing business by well managing our sales channels (regional distributors) or well communicating with our customers directly

- Products: Industrial chemical products for metal working, painting and injection molding process. Our main customers are automotive/motorcycle manufacturers, their parts manufacturers, air compressor manufacturers and machine tools manufactures.
- Sales Area: Any area assigned by the management such as Singapore, Malaysia, Indonesia, Vietnam, Philippine, India, etc. Over 50% of the existing and potential customers are Japanese companies.
- Managing distributors to achieve our sales target; setting annual sales goal with distributors, leading and supporting the distributors' daily activity to achieve the goal, periodically review their progress (including monitoring monthly progress/sales

result) and discuss action plan. Good communication skill to maintain or to improve relationship with distributors/customers is must.

- Maintaining/improving the relationship with direct major customers by providing high value/service continuously in order to protect/increase our share.
- In-depth research capability to develop new leads/prospects both in the existing and new geographic area is required.
- SPECIAL REMARK. The person hired for this position is required to show the capability to acquire enough knowledge to be able to execute the tasks shown in 'Routine, Low value, Standardized tasks' by themselves quickly, within 1 year after joining this organization. He/She is also preferable to be able to execute most of the responsibility shown in 'Non-routine, High-value, Non-Standardised tasks' after joining this organization.

JOB REQUIREMENTS

- Business communication and negotiation skills are required in English. Japanese communication capability is plus but not must.
- Professionalism and strong commitment to the assignment are must.
- Deep interest in Japanese culture and the ability to navigate cross-cultural communication effectively.
- Proven experience in presenting and implementing improvement proposals for Japanese companies are plus.
- Possess Driver's license for visiting client sites (able to use a company car)
- Inexperienced candidates are welcome to apply.

OTHER INFORMATION

Working hours : Mon – Fri (8:30am – 5:30pm) (Lunch time from 12pm-1pm)

Salary Range : Starting pay - \$3,200 - \$4,200 / monthly.

Annual Wage Supplement (AWS) : Yes

Variable Bonus : Subject to Company's performance & staff's KPI.

Annual Leave : Starts with 14 days up to 25 days

Medical/dental benefits : Provisions made for claims and annual health screening

JAC Recruitment Pte. Ltd.

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#countrysingapore

Company Description