



CR/094992 | Sales Executive (12 months)

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1540060

Industry

Other (Trade)

Job Type

Contract

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

May 20th, 2025 12:07

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)

Company Description