



## PR/095456 | Direct Sales Executive

### Job Information

**Recruiter**[JAC Recruitment Singapore](#)**Job ID**

1545446

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

Singapore

**Salary**

Negotiable, based on experience

**Refreshed**

June 24th, 2025 10:38

### 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

**Job Title:** Direct Sales Executive **Location:** Singapore

**Your New Company:** Step into a dynamic and innovative environment with a global leader in smart business solutions. This organization is renowned for delivering high-performance office technology and digital transformation tools to enterprises across various industries. As part of their continued growth in Singapore, they are looking to expand their corporate sales team with driven and customer-focused professionals.

**Your New Role:** As a Direct Sales Executive, you will be responsible for driving revenue growth through strategic client acquisition and relationship management. You will work closely with corporate clients to understand their operational needs and propose customized solutions that improve productivity and workflow efficiency.

**Key Responsibilities:**

- Identify and develop new business opportunities through cold calling, networking, and canvassing.
- Manage and grow existing client accounts to maximize long-term value.
- Deliver engaging product presentations and demonstrations to prospective clients.
- Prepare tailored proposals and close deals to achieve sales targets.
- Provide post-sales training and support to ensure customer satisfaction.
- Build and maintain strong client relationships to encourage repeat business and referrals.
- Analyse client environments and recommend suitable document and workflow solutions.

**Qualifications:**

- Minimum GCE 'O'/'A' Level or Diploma in any discipline.
- Prior experience in B2B sales, preferably in business equipment or technology solutions.
- Strong communication and presentation skills.
- Self-motivated, goal-oriented, and resourceful.
- Excellent interpersonal skills with a customer-first mindset.
- Proficient in Microsoft Office (Word, Excel, PowerPoint).
- Possession of own transport is an advantage.

Ready to Take the Next Step?

Interested applicants, please click [APPLY NOW](#) or send a copy of your updated CV to [Pinru.chen@jac-recruitment.com](mailto:Pinru.chen@jac-recruitment.com) for a confidential chat.

Do note that we will only be in touch if your application is shortlisted.

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#LI-JACSG  
#countrysingapore

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Company Description