



PR/095038 | Reginal Sales (South East Asia)

## Job Information

### Recruiter

JAC Recruitment Singapore

### Job ID

1548666

### Industry

Retail

### Job Type

Permanent Full-time

### Location

Singapore

### Salary

Negotiable, based on experience

### Refreshed

July 8th, 2025 16:47

## 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 Consumer goods production company, is looking for a Regional Sales responsible for the South East Asian Market.

## JOB RESPONSIBILITIES

- Business Negotiations
- Schedule appointments with distributors, wholesalers, and retailers.
- Conduct business negotiations and provide value-added services like sales floor expansions and dedicated product sections.
- Aim to expand company's brand in south east asia and create new sales opportunities.
- Preparations for New Business Transactions
- Collaborate with legal departments to exchange contracts and ensure compliance with local laws.

- Coordinate item deliveries with logistics departments.
- Store Support
- Create new store shelving, change layouts, and set up recommended sales corners after new product releases.
- Maintain an environment that attracts customers and facilitates easy purchases.
- Additional Notes
- After training, you'll handle your own clients with support from a senior colleague.
- Expect significant travel around Southeast Asia.

#### JOB REQUIREMENTS

- **At least 2 years of sales experience**
- **Business-level English and Japanese to liaise and** negotiations with local customers and the head office.
- **Ability to travel overseas (mainly South East Asia or Japan)**
- **Proficiency in an additional language** (e.g., Chinese) is plus
- **Experience in the retail/wholesale industry** is plus
- **E-commerce operation experience** (Amazon, Shopify, etc.) is plus
- **Relationship builders**: Able to establish trust with retailers and wholesalers.
- **Creative thinkers**: Capable of proposing sales promotion plans and sales floor layouts.
- Only Singaporeans and PRs may apply

#### OTHER INFORMATIONS

- Monthly basic salary : Depends on the experience and current salary
- Bonus
- Interview process: 2~3 rounds

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#LI-JACSG  
 #countrysingapore

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#### Company Description