



PR/095608 | Sales Manager - Japanese Mar

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1554801

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

August 26th, 2025 02:00

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

JAC is working with a client in a SaaS industry for their hiring for a Sales/Business Development position.

Job Description

The Sales/Business Development professional will be responsible for driving revenue growth and building strong client relationships in Hong Kong and Taiwan. This role focuses on engaging with Japanese and local enterprises, particularly their strategic teams such as Corporate Planning, New Business, and R&D.

Key responsibilities include:

- Leading field sales activities and managing the full sales cycle from proposal to closing
- Developing new business opportunities through lead generation, appointment setting, and deal closure

- Designing and executing initiatives to expand successful use cases and explore new markets
- Contributing to the growth of Japanese companies in Greater China through cross-functional collaboration

Qualifications

- 3–7 years of B2B sales and business development experience with Japanese clients in Hong Kong or Taiwan
- Proven success in engaging C-level stakeholders and crafting consultative, hypothesis-driven solutions
- Business-level proficiency in Japanese, and fluency English to communicate with Japanese clients and internal stakeholders
- Experience with complex solution sales such as consulting, information services, or enterprise software is preferred
- Familiarity with SaaS business models and organizational decision-making processes is a plus

Apply online or feel free to contact me directly for more information about this opportunity. Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

JAC Recruitment Pte. Ltd.
EA License Number: 90C3026
EA Personnel: R1985155

Rui Watanabe

#LI-JACSG
#countrysingapore

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Company Description