



PR/096109 | Channel Manager

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1562497

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

November 4th, 2025 10:02

General Requirements

Career Level

Mid Career

Minimum English Level

None

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Channel Sales Manager (Technology Solutions)

Are you a driven sales professional with a passion for technology and customer engagement? A well-established company in the tech solutions space is seeking a Sales Account Manager to join their dynamic team. This role is ideal for someone who thrives in a fast-paced, partner-focused environment and is eager to contribute to revenue growth through strategic channel management.

???? East Region, Singapore

???? Full-Time

What You'll Be Doing

- Manage and grow relationships with channel partners to drive product sales.
- Collaborate with partners to identify new business opportunities and ensure smooth service delivery.
- Generate leads through cold-calling, referrals, and direct outreach.

- Engage prospects to understand their needs and present tailored solutions.
- Coordinate with internal teams to ensure successful contract fulfillment and customer satisfaction.
- Prepare quotations and follow up to close deals efficiently.
- Monitor market trends and competitor activity to refine sales strategies.
- Provide regular performance updates and reports to management.

What We're Looking For

- Diploma or equivalent qualification.
- 1–2 years of experience in IT, sales, or CCTV surveillance.
- Proven track record in general sales and cold-calling.
- Strong communication and presentation skills.
- Experience with tenders and video analytics solutions is a plus.
- Self-disciplined, sales-driven, and highly motivated.
- Detail-oriented and composed under pressure.

JAC Recruitment Pte. Ltd.
EA Licence Number: 90C3026
Personnel Registration Number: R22105188 Jasmine Lee

#LI-JACSG
#countrysingapore

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Company Description