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JAC Recruitment Singapore

PR/096302 | Senior Sales Executive

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1566446

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

November 25th, 2025 10:28

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

COMPANY OVERVIEW

We are a global leader in home and commercial heating solutions, headquartered in Japan with a strong international presence across Asia, Oceania, the Americas, and Europe. Established over a century ago, the company specializes in innovative gas appliances, kitchen equipment, and energy-efficient heating systems designed to enhance comfort and sustainability. Committed to quality and environmental responsibility, we deliver products that meet diverse customer needs while promoting a better way of life.

JOB RESPONSIBILITIES

We are seeking a highly motivated Senior Sales Executive to drive growth in the kitchen appliances segment. This role involves managing sales activities, expanding market reach, and building strong relationships with clients across traditional trade, modern trade, and project sales channels.

- Achieve growth and monthly retail sales targets by managing retail sales channels.

- Design and implement strategic sales plans to expand the customer base.
- Maintain strong relationships with existing clients and actively develop new ones.
- Conduct sales training for dealer teams and support retail business processes.
- Analyze dealer network performance and assign tasks to sales and marketing executives.
- Prepare monthly sales reports, collection reports, and yearly budget plans.
- Monitor market trends and competitor activities; contribute to strategic policy-making.
- Collaborate with Marketing, Accounts, Logistics, Operations, and HR teams.
- Travel for regional sales and product meetings as required.

JOB REQUIREMENTS

- Diploma in Sales & Marketing, Retail Management, or Business.
- Minimum 3–5 years of sales experience, preferably in kitchen appliances handling both traditional and modern trade/project sales.
- Proven experience in leading a sales team and consistently meeting or exceeding targets.
- Must own a vehicle.

Working Location: Singapore

Ng Siew Thien (R22107842)

JAC Recruitment Pte. Ltd. (90C3026)

#LI-JACSG

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Company Description