



PR/095038 | Regional Sales Lead (Southeast Asia)

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1570796

Industry

Retail

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

December 30th, 2025 12:19

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

Our client, a Consumer goods production company, is looking for a Regional Sales Lead 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 INFORMATION

- Monthly basic salary : SGD5,000~6,000
- Bonus:1.5 months
- Office: CBD area
- Interview process: 2~3 rounds

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Company Description