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JAC Recruitment Singapore

PR/096343 | Sales Engineer

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1570902

Industry

Civil Engineering and Construction

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

January 13th, 2026 05:00

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

Our client is a reputable and established provider of high-performance air movement and ventilation solutions. Specializing in industrial and commercial applications, they deliver innovative cooling systems to a wide range of sectors. As they continue to drive growth and expansion, they are now seeking a Sales Engineer to join their team and contribute to their ongoing success.

Key Responsibilities

- Identify and generate new business opportunities within the industrial and commercial sectors, focusing on High Volume Low Speed (HVLS) fans and specialized ventilation systems.
- Establish and maintain strong professional relationships with M&E consultants, main contractors, developers, and facility owners to promote the company's solutions.
- Manage the entire sales process from lead generation and initial prospecting to proposal presentation, negotiation, and final deal closure.
- Collaborate effectively with the internal technical team to propose customized ventilation solutions that meet specific client project requirements.
- Monitor industry trends, regulatory changes, and competitor activities to ensure market competitiveness.
- Coordinate with internal stakeholders to ensure seamless project execution and high levels of customer satisfaction.

- Meet and exceed assigned sales targets and revenue KPIs.

Key Requirements

- Diploma or Degree in Mechanical Engineering, Business, Sales, or a related discipline.
- Minimum 2–3 years of technical sales experience within the Construction, M&E, or HVAC industry.
- Specific experience in selling HVLS fans, industrial fans, or air movement systems is highly advantageous.
- Proven ability to read and interpret technical drawings, specifications, and tender documents.
- Existing network within the local construction and industrial sectors is a plus.
- Strong presentation, communication, and negotiation skills.
- Self-motivated, independent, and results oriented.
- Proficient in Microsoft Office Suite and experienced in using CRM software.

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.

Aloysius Loh
JAC Recruitment Pte Ltd
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EA Personnel Name: LOH CHUAN LIANG ALOYSIUS
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Company Description