



PR/096524 | Client Acquisition - Sales

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1574767

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

January 27th, 2026 10:49

General Requirements

Minimum Experience Level

Over 1 year

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:

My client is a fast-growing technology company delivering advanced communications infrastructure and multi-cloud solutions across public, private, and hybrid environments. As demand for their public cloud offerings accelerates and the opening of their new office in Malaysia, they are looking for high-energy individuals who enjoy building relationships, solving customer challenges, and driving revenue growth.

What you'll do:

- Grow and manage a portfolio of accounts while acquiring new customers
- Build strong long-term relationships, including executive-level engagement
- Work closely with engineering teams to design solutions that meet customer needs
- Develop and execute sales strategies to exceed quarterly and annual targets

What we're looking for:

- At least 1–2 years of experience selling technology solutions (data center or cloud preferred)
- Background in channel sales or partner development is a plus
- Proven ability to close complex, large-scale deals
- Strong communication, problem-solving, and relationship-building skills
- Candidates with B2B customer-facing experiences are welcome to apply

Raymond Ler (R1876114)

JAC Recruitment Pte. Ltd. (90C3026)

#LI-JACSG

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Company Description