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JAC Recruitment Singapore

PR/096575 | Sales Executive

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1575403

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

February 3rd, 2026 10:43

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Native

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 global leader in the engineering and manufacturing industry, renowned for delivering high-performance engine systems and power solutions. They design, manufacture, and maintain cutting-edge products and systems, including power plants, transportation systems, and industrial machinery. As they continue to drive growth and expansion, they are now seeking a Sales Executive to join their team and contribute to their ongoing success.

Key Responsibilities

- Act as the primary point of contact for dealers, handling commercial and technical inquiries while promoting our power generation solutions.
- Collaborate with dealers to influence customers and secure specifications for increased market penetration and winning rates.
- Coordinate extensively with internal teams (Engineering, QA, Production, Procurement) to manage dealer

expectations on specifications, lead times, and pricing.

- Support dealers comprehensively through the entire sales cycle, from pre-sales engagement and quotation to order clarification and post-order follow-up.
- Facilitate the preparation and delivery of crucial technical documentation and commercial materials for tenders and customer evaluations.
- Collect and analyze market and dealer feedback to identify opportunities for product enhancement, service improvement, and process optimization.
- Address and resolve commercial and operational issues, ensuring smooth communication and consistent service standards between dealers and internal teams.
- Develop and sustain trusted relationships with dealers, subsidiaries, customers, and stakeholders to drive long-term business growth and repeat business.
- Actively pursue and close sales opportunities by coordinating with dealers and/or direct customers, including support for Commercial & Data Centre projects.
- Execute regional business strategies, manage sales pipelines, forecasts, and ensure all activities comply with company policies and regulations.

Key Requirements

- 3+ years of sales experience, preferably with exposure to gensets, power equipment, or related components.
- Diploma or Degree in Engineering or an equivalent qualification.
- Experience in managing distributors, key accounts, and direct customers is highly preferred.
- Demonstrated ability to develop new customer relationships and maintain excellent rapport with existing ones.
- Strong presentation and public speaking skills.
- Proficiency in Excel, PowerPoint, and other supporting sales tools.
- Exceptional negotiation and influencing skills.
- Adaptable and able to handle ad-hoc tasks effectively.
- Willingness to travel, sometimes with short notice.
- Proven ability to multi-task, meet deadlines, and perform under pressure.
- Eagerness to acquire new roles and/or skillsets as required to fulfil job requirements.

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
EA Personnel: R24121320
EA Personnel Name: LOH CHUAN LIANG ALOYSIUS

#LI-JACSG
#countrysingapore

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Company Description