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JAC Recruitment Singapore

## PR/096584 | Sales Manager

### Job Information

**Recruiter**

JAC Recruitment Singapore

**Job ID**

1575410

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

Singapore

**Salary**

Negotiable, based on experience

**Refreshed**

February 17th, 2026 05:00

### General Requirements

**Minimum Experience Level**

Over 10 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

#### About the Role

Our client, a well-known MNC, is seeking a highly driven and experienced Regional Sales Manager to spearhead 100% new business development across Southeast Asia. This role is ideal for someone with a strong track record in selling industrial printing equipment, particularly Gravure, Screen, Offset, or large-scale production machinery. The candidate must be commercially sharp, proactive, and capable of delivering results within a fast-paced, high-growth environment.

#### Key Responsibilities

- Lead full-cycle new business development across ASEAN markets, including Thailand, Vietnam, the Philippines, and Indonesia.
- Identify, engage, and convert new customers in the industrial printing and machinery sector.
- Develop and execute strategic sales plans to expand market presence and achieve revenue goals within the fiscal year.
- Build and maintain strong relationships with key decision-makers in industrial manufacturers, printing houses,

converters, and related sectors.

- Provide accurate sales forecasting, market insights, and competitive intelligence to management.
- Collaborate with internal teams (technical, marketing, operations) to ensure successful customer onboarding and solution delivery.
- Attend regional exhibitions, trade shows, and customer events—including a major exhibition in Thailand (May/June).
- Provide regular updates and reports to the US-based reporting line.

#### Requirements

- Proven sales track record in industrial printing equipment (Gravure, Screen, Offset, or large-scale machinery).
- Prior experience selling high-value capital equipment in Asia is an advantage.

#### Skills & Competencies

- Strong hunter mentality with the ability to independently drive new business.
- Excellent communication, negotiation, and customer-facing skills.
- Ability to work autonomously in a regional role with minimal supervision.

#### Ideal Candidate Profile

- A motivated, results-oriented salesperson specializing in industrial or heavy equipment solutions.
- Comfortable operating in a regional role requiring extensive customer outreach and market penetration.
- Thrives in a high-performance environment with clear visibility to senior leadership in the US.

Interested applicant, please click **APPLY NOW**

Jennifer Maria Hardicar  
JAC Recruitment Pte Ltd  
EA License Number: 90C3026  
EA Personnel: R1987984

#LI-JACSG  
#countrysingapore

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#### Company Description