



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
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EA Personnel: R1987984

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Company Description