



PR/096633 | Key Account Manager

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1577607

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

April 7th, 2026 13:00

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 known for specializing in advanced concrete technology. They provide innovative solutions that enhance the durability, impermeability, and resilience of concrete structures. As they continue to drive growth and expansion, they are now seeking a dynamic and dedicated Key Account Manager to manage and grow key customer accounts within the construction industry. In this role, you will develop strong, long-term relationships with developers, architects, and other industry stakeholders.

The ideal candidate is a passionate, self-driven professional with a strong understanding of the construction ecosystem.

Responsibilities

- Serve as the primary point of contact for all key account stakeholders.
- Build and maintain strong, trusted relationships with customers, including developers, architects, consultants, and internal partners.

- Understand client requirements and ensure their satisfaction through proactive engagement and tailored solutions.
- Drive business growth by securing product specifications, particularly waterproofing systems in tender and project documents.
- Manage and grow existing accounts while identifying new business opportunities.
- Prepare and deliver accurate monthly, quarterly, and annual sales forecasts aligned with assigned KPIs.
- Monitor market trends, competitor activities, and industry developments to support strategic planning.
- Collaborate closely with technical and operations teams to ensure effective project execution and after sales support.

Qualifications

- Diploma in a relevant field or equivalent work experience in the construction industry.
- Minimum 3 years of relevant experience, ideally with exposure to local developers and architectural firms.
- Strong knowledge of construction materials, building systems, or waterproofing solutions is advantageous.
- Proficient in Microsoft Office applications (Outlook, Excel, Word, PowerPoint).
- Excellent written and verbal communication skills, with the ability to clearly present technical solutions.
- Motivated, detail oriented, and capable of working independently as well as in a team.
- Strong negotiation, problem solving, and relationship building abilities.

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.

Varick Lee Zhao Yi
EA Personnel: R2197221
JAC Recruitment Pte Ltd (90C3026)

#LI-JACSG
#countrysingapore

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Company Description