



PR/096685 | Sales Representative

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1579689

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

February 24th, 2026 10:10

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Basic

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Key Responsibilities

- Propose and sell cooling towers and cooling system products to clients in Singapore and the Southeast Asia region
- Build and maintain long-term relationships with existing customers, contractors, and partner companies
- Identify customer needs and collaborate with the internal engineering team to provide optimal technical solutions
- Prepare quotations, proposals, and sales reports
- Coordinate and communicate with the Japan headquarters and regional stakeholders
- Oversee projects from initial inquiry through delivery and after-sales service

Requirements

- Experience in sales, business development, account management, or related fields (B2B sales experience preferred)
- Interest in industrial equipment, HVAC, or engineering-related products (A technical background is a plus but not required)
- Strong communication and interpersonal skills
- Self-motivated and able to take initiative
- Comfortable working in a multinational and international environment

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Company Description