



PR/096722 | Sales Manage - Retail

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1580381

Industry

Retail

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

March 3rd, 2026 10:06

General Requirements

Minimum Experience Level

Over 6 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

Job Title: Sales Manager - Retail

Location: Singapore

Your New Company Join a premium lifestyle and home-comfort brand with a strong presence across major department stores and retail channels. The company is known for its craftsmanship and high-quality products, and is expanding its sales team to further strengthen in-store performance and deepen relationships with corporate and retail partners.

Your New Role As a Sales Manager, you will oversee day-to-day retail operations, manage store promoters, maintain strong relationships with retail partners, and drive sales performance through effective merchandising, stock flow, and event activation. This is a hands-on role that blends retail operations, product training, and commercial execution.

Key Responsibilities

Retail & In-Store Operations

- Ensure in-store displays, POP materials, price tags, and product presentation meet brand and department store standards.
- Oversee retail promoters' schedules, performance, training, and daily operations.
- Provide product training to promoters and frontline retail teams.
- Support stock movement, replenishment, and store-to-store transfers.
- Ensure store inventory remains healthy and aligned with sales demand.
- Be physically prepared to assist with stock shifting and event setups.

Sales Management & Strategy

- Work with the sales team to execute sales strategies and achieve monthly and quarterly targets.
- Lead monthly sales meetings and monitor team KPIs.
- Prepare sales reports including daily, weekly, and monthly performance updates.
- Identify product opportunities and curate items for in-store promotions and events.
- Maintain strong working relationships with retail partners and key stakeholders.

Business Support & Coordination

- Coordinate with internal teams on stock, logistics, and merchandising activities.
- Assist in planning and supporting promotional events, pop-ups, and activations.
- Handle administrative responsibilities including reports, inventory forms, rosters, and presentation decks.
- Provide feedback and improvement ideas for operations, marketing, and customer experience.

Additional Responsibilities

- Oversee multiple stores and ensure operational consistency across locations.
- Engage department store buyers and retail partners to secure better visibility and activation opportunities.
- Drive business development initiatives and identify new opportunities for retail growth.
- Lead and mentor the sales and promoter teams.

Qualifications

- Diploma or Degree in Business, Marketing, Retail Management, or related fields.
- Minimum 3-4 years of experience in retail sales, in-store operations, or account management.
- Experience working with department stores (e.g., Takashimaya, Isetan, Tangs) is highly preferred.
- Hands-on, proactive, and comfortable with both office and in-store environments.
- Strong communication skills with the ability to train, guide, and motivate retail staff.
- Able to work occasional weekends for events (off-in-lieu provided).

Ready to Take the Next Step?

Interested applicants, please click [APPLY NOW](#).

Do note that we will only be in touch if your application is shortlisted.

Chen Pinru
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EA License Number: 90C3026
EA Personnel: R25130085

#LI-JACSG
#countrysingapore

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Company Description

