



PR/096863 | Sales Executive

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1584303

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

April 28th, 2026 12:00

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

Job Title: Sales Executive

Location: Singapore

Key Responsibilities

- Identify, close, and grow new and existing business opportunities within the IoT, smart metering, and smart city domains.
- Build and sustain trusted relationships with enterprise decision-makers, contractors, system integrators, and key stakeholders.
- Conduct product presentations, solution demonstrations, and technical discussions to support client understanding and decision-making.
- Develop tailored solution proposals and quotations for prospective clients.
- Manage the full sales cycle, including lead generation, proposal development, negotiation, and contract closure.
- Coordinate with internal technical teams to ensure successful delivery of customised IoT solutions.
- Participate in exhibitions, industry conferences, and networking events to generate leads and build market presence.
- Achieve assigned sales targets and contribute to overall revenue growth.

Qualifications

- Minimum 3–5 years of B2B sales experience in IoT solutions, smart devices, utilities, or related technology sectors.
- Strong knowledge of LPWAN technologies (e.g., LoRaWAN), IoT platforms, and smart metering systems.
- Proven track record in B2B sales, client management, and building long-term relationships.
- Strong negotiation, communication, and problem-solving abilities.
- Ability to engage and build trust with key client stakeholders and decision-makers.
- Willingness and ability to travel for meetings, project pitches, exhibitions, and industry events.
- Preferred: Bachelor's degree in Business, Engineering, or IT; relevant certifications or technical training in IoT or solution sales.

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.

Frances Wong En Ci

JAC Recruitment Pte Ltd

EA License Number: 90C3026

EA Personnel: R26160019

#LI-JACSG

#countrysingapore

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Company Description