



PR/096787 | Channel Sales Manager

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1585826

Industry

Retail

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

April 7th, 2026 10:25

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: Channel Sales Manager

Location: Singapore

Your New Company A globally recognised premium bedding and sleep solutions brand with a strong retail presence in Singapore is looking to expand its commercial leadership team. The company is embarking on the next phase of growth by strengthening its projects and channel sales business, while also building long-term leadership succession within the organisation.

Your New Role As Sales Manager, you will take ownership of building and expanding the developer, interior designer, and architect (DDA) sales channel in Singapore. This is a strategic growth role with a clear long-term leadership pathway.

Initially, you will focus on active business development, securing project opportunities and establishing the brand within the DDA ecosystem. Over time, the role will evolve to include retail showroom management and broader commercial oversight, shaping the position into a future General Manager track role. **Key Responsibilities**

1. Business Development & Channel Growth (Primary Focus)

- Develop and grow relationships with property developers, interior designers, architects, and consultants.
- Actively prospect and secure project-based and specification sales opportunities.
- Build and structure the projects / channel sales function, including engagement models and sales processes.
- Position the brand as a preferred partner for residential and mixed-use developments.

2. Strategic Sales & Leadership Development

- Drive revenue growth through strategic account management and long-term partnerships.
- Work closely with internal teams on pricing, approvals, and project execution. Contribute to long-term commercial strategy and market expansion plans.

3. Retail & Business Management (Progressive Responsibility)

- Gradually take ownership of retail showroom operations and performance.
- Manage showroom sales teams, customer experience, and operational standards.
- Oversee overall sales performance across project and retail channels as responsibilities expand.

Qualifications

- Bachelor's degree in Business, Management, or a related discipline.
- Strong existing network or deep familiarity with developers, interior designers, and architects in Singapore.
- Proven experience in business development or project-based sales, ideally in premium, lifestyle, furniture, or building-related industries.
- Experience managing or overseeing retail showrooms or physical sales environments.
- Entrepreneurial mindset with strong commercial acumen and leadership potential.
- Ambition to grow into a General Manager role over time.

Ready to Take the Next Step?

Interested applicants, please click [APPLY NOW](#) for a confidential chat.

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

Chen Pinru
JAC Recruitment Pte Ltd
EA License Number: 90C3026
EA Personnel: R25130085

#LI-JACSG

#countrysingapore

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Company Description