



PR/096836 | Sales Manager - Automotive

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1585829

Industry

Automobile and Parts

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

June 16th, 2026 13:02

General Requirements

Minimum Experience Level

Over 10 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 - Automotive

Location: Singapore

Your New Company A well-established organisation within the consumer and services sector is undertaking a strategic evolution of its retail business. With a strong existing footprint and long-term growth ambitions, the company is seeking a senior leader to strengthen commercial performance, operational discipline, and leadership capability across its retail network.

Your New Role As Sales Manager, you will assume overall responsibility for the performance and development of a multi-site retail operation. You will be tasked with driving sustainable growth, improving customer experience, strengthening

operational execution, and building a high-performing retail leadership team. This is a highly influential role with broad remit and direct impact on the company's future retail direction. **Key Responsibilities**

1. Commercial & Sales Leadership
 - Lead overall retail performance, driving revenue growth, profitability, and operational discipline across outlets.
 - Establish clear commercial targets and performance indicators, ensuring consistent execution and accountability.
 - Develop sales initiatives to improve conversion, transaction value, and customer lifetime value.

2. Retail Evolution & Customer Experience

- Enhance the positioning and proposition of physical outlets to better meet evolving customer needs.
- Improve store layouts, service standards, and customer journey where required.
- Ensure consistency in brand experience across different retail locations.

3. Operational Excellence

- Strengthen operating frameworks and standardisation across outlets.
- Improve workflow efficiency, service consistency, and operational effectiveness.
- Optimise workforce planning, productivity, and utilisation.

4. Range & Service Development

- Review and expand the retail offering to support broader customer needs and revenue opportunities.
- Partner with internal stakeholders to optimise assortment, margins, and service mix.

5. Digital & Channel Enablement

- Support the integration of digital capabilities into the retail environment as appropriate.
- Enhance customer convenience through improved visibility, access, and engagement across channels.

6. People Leadership

- Lead and develop outlet managers and frontline leaders.
- Build a strong performance culture with clear accountability and development pathways.
- Strengthen recruitment, training, and retention of key retail talent.

7. External Engagement

- Build selected partnerships and relationships that support customer acquisition and retention.
- Represent the business in relevant commercial or stakeholder discussions when required.

Qualifications

- Senior leadership experience managing multi-location retail or service operations.
- Strong track record in improving business performance, operational execution, and team effectiveness.
- Experience in asset-heavy, service-led, or consumer-facing environments is advantageous.

- Highly commercial, hands-on, and outcomes-focused.
- Proven people leader with the credibility to influence at senior level.
- Comfortable operating with discretion in a confidential and evolving business context.

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
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EA License Number: 90C3026
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#LI-JACSG
#countrysingapore

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Company Description