



PR/096880 | Assistant GM / General Manager

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1585835

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

May 5th, 2026 10:01

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

OVERVIEW

Our client, a Japanese manufacturer is looking for an Assistant General Manager/ General Manager.

JOB RESPONSIBILITIES

- Lead and manage the sales team (AGM–GM level), overseeing either existing customer GP or new business development GP.
- Supervise project progress and provide hands-on sales activity support to GP members.
- Drive the development and training of sales team members.
- Coordinate closely with Japan HQ on business updates and project alignment.

- Develop new customers in the ASEAN region and introduce company product offerings to untapped accounts.
- Conduct customer requirement gathering, technical coordination, and price negotiations.
- Manage mass-production launch activities for new business and align specifications with suppliers and Japan-based engineering teams.
- Lead comprehensive project management activities from development to mass-production stage.
- Deepen engagement with existing customers across the ASEAN region.
- Build strong relationships with key customer contacts and act as the primary communication window.
- Handle delivery coordination and address customer delivery-related matters.
- Manage PSI and oversee sales performance to achieve targets.

JOB REQUIREMENTS

- Minimum 10 years of working experience in Sales or Sales Engineering.
- Minimum 3 years of management experience (team or project leadership).
- Strong teamwork mindset with the ability to collaborate effectively.
- Interest and willingness to challenge new business development opportunities.
- Proactive, positive, and highly engaged attitude.
- Strong communication skills and a bright, approachable disposition.

Advantage (Preferred):

- Experience in the semiconductor industry (either at a manufacturer or trading company).
- Ability to communicate in Japanese is an added advantage (for external communication with Japan HQ and suppliers).

BENEFITS

- Salary Range: SGD 6,000 – 8,000/month
- Annual Leave: 19 days
- Year-end holidays: Dec 29 – Jan 3
- Variable Bonus: ~1.2 months
- AWS: 1 month
- Flexible working hours (choose between 8:00–17:00 or 9:30–18:30)
- Work-from-home: Once per week (Tue or Thu)
-

If you are interested in the role, please click [APPLY NOW](#)

JAC Recruitment Pte. Ltd.

EA License: 90C3026 | EA Personnel: R25128801 | EA Personnel Name: Risako Hemmi

#LI-JACSG

#countrysingapore

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

Privacy Policy Link: <https://www.jac-recruitment.sg/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.sg/terms-of-use>

Company Description