



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

June 2nd, 2026 09:00

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)
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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

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Company Description