



PR/096882 | Sales Executive - Chemical Trading & Distribution

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1585837

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

May 5th, 2026 10:01

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: Senior Sales Executive

Location: Singapore

Key Responsibilities:

Commercial & Business Development

•Lead the sales and marketing of Engineering Plastics and Polymers across assigned Asia Pacific markets.

•Maintain and strengthen strategic relationships with suppliers, distributors, and key customers to expand market presence and maximize share of business.

Supplier & Customer Management

- Conduct regular pricing alignment, ensuring timely communication of weekly/monthly pricing to customers and distributors.
- Support principals in achieving assigned sales budgets in accordance with agreed pricing frameworks.
- Manage end-user engagement by coordinating agents, technical services, marketing, and distribution activities.

Financial, Credit & Risk Management

- Establish and monitor customer credit lines, perform financial assessments, and ensure effective credit control in line with company policies.
- Oversee outstanding receivables and take ownership of customer complaint resolution.
- Ensure all activities are conducted in full compliance with regulatory and corporate governance requirements.

Planning, Reporting & Market Intelligence

- Conduct half-yearly business reviews with suppliers and distributors against agreed budgets and targets.
- Prepare monthly sales performance reports and management updates as required.
- Provide timely and actionable market intelligence to support strategic decision-making.

Qualifications:

Degree/ Diploma holder in any discipline

At least 2 years of working experience or/and similar industry is preferred.

Must be proficient in MS Word, Excel & PowerPoint (High Presentation level is required).

Knowledge in Engineering Plastics and Polymers would be preferred.

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