



## 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**

June 2nd, 2026 09:00

### 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