



PR/097057 | Sales Manager - Interior Lightings

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1599624

Industry

Retail

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

June 26th, 2026 11:49

General Requirements

Minimum Experience Level

Over 3 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 - Interior Lightings

Location: Singapore

Your New Company A growing organisation operating in a competitive B2B and project-driven market is expanding its commercial team. The business focuses on delivering customer-centric solutions and is seeking a sales leader to support continued expansion, strengthen client relationships, and build a high-performing sales function.

Your New Role As a Sales Manager, you will be responsible for driving revenue growth through proactive business development, customer engagement, and deal closure. You will take a hands-on role in sales activities while also leading and developing a small sales team.

This position suits a motivated sales professional who enjoys both individual contribution and team leadership in a fast-paced environment. **Key Responsibilities**

- Identify, qualify, and pursue new sales opportunities through various prospecting methods.
- Engage potential and existing customers to understand requirements and propose suitable product or solution offerings.
- Lead negotiations, close sales, and ensure smooth handover and positive customer experience.
- Maintain accurate sales pipelines, forecasts, and activity records using CRM systems.
- Continuously enhance product knowledge and sales capabilities to improve performance.
- Train, coach, and motivate sales team members to achieve individual and team targets.
- Build a collaborative and performance-driven sales culture aligned with business goals.

Qualifications

- Minimum 2 years of sales experience, ideally within project-based, technical, or related industries.
- Proven ability to consistently meet or exceed sales targets.
- Strong communication, negotiation, and relationship-building skills.
- Comfortable using CRM tools and data to support sales activities and planning.
- Prior experience leading or managing sales team members.
- Able to work independently while collaborating effectively within a team.
- Resilient, adaptable, and driven to succeed in a dynamic environment.

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
JAC Recruitment Pte Ltd
EA License Number: 90C3026
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#countrysingapore

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Company Description