



PR/097366 | Account Manager, Water Treatment

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1602418

Industry

Chemical, Raw Materials

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

August 25th, 2026 01:00

General Requirements

Minimum Experience Level

Over 6 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

Company Overview: Our client is a global specialist in industrial chemistry and services, delivering on-site technical programs and sustainability solutions to energy and industrial customers. Their downstream team partners with refiners and petrochemical sites to protect assets, improve production efficiency and reduce operating costs and environmental impact.

Position: Account Manager — Downstream Energy (Refinery & Petrochemical)

Role summary: Manage key refinery and petrochemical accounts to ensure service excellence, deliver value-improvement projects and grow business profitability. Combine commercial selling, technical credibility and customer relationship leadership to meet KPIs, win new opportunities and coach the local sales & service team.

Key Responsibilities:

- Account Management: Maintain strong customer relationships, ensure operational service standards and deliver against customer KPIs and SLAs.
- Business Growth: Identify and pursue new sales opportunities, lead pricing and bid processes, and secure long-term, profitable contracts.
- Value Projects: Work with customers to scope and deliver technical/value improvement projects that reduce costs, mitigate risk and protect assets.
- Team Leadership: Coach and develop sales and service staff; lead sales/technical training and support capability building.
- Customer Engagement: Lead business reviews, present proposals to senior stakeholders and execute a relationship strategy for target accounts.
- Commercial Execution: Translate business targets into executable account plans and coordinate internal delivery to close deals.
- Reporting & Tools: Maintain CRM records, performance dashboards and project reporting (Power BI familiarity advantageous).

Reporting & Team:

- Reports to Regional Sales/Commercial Manager.
- Works closely with regional technical service, operations and commercial teams; may lead or mentor local sales/service personnel.

Key Requirements:

- Bachelor's degree in Chemical Engineering or related discipline.
- 8–10 years' relevant experience in specialty chemicals, downstream/refinery or petrochemical account management and technical sales.
- Proven track record delivering value improvement projects and managing senior customer relationships.
- Strong commercial skills: opportunity bidding, pricing negotiation and contract execution.
- Demonstrated leadership in safety culture and experience coaching sales & service teams.
- Strong analytical skills and ability to prioritize multiple projects.
- Valid driver's license and willingness to travel to customer sites.
- Familiarity with CRM systems and data/BI tools (e.g., Power BI) advantageous.

Preferred:

- Direct experience with specialty chemical programs in refineries or petrochemical plants.
- Experience using CRM and analytics tools to drive pipeline and performance.

Performance Indicators:

- Account revenue growth, margin and contract retention.
- Delivery and impact of value projects (savings, reliability improvements).
- Customer satisfaction, KPI adherence and successful business reviews.
- Team development, training uptake and operational execution.

What Will Make You Competitive:

- Strong blend of technical credibility in specialty chemicals and commercial selling success in downstream energy.
- Proven ability to lead complex customer projects that deliver measurable value.
- Effective leader who builds trust with senior customer stakeholders and develops high-performing teams.

How to Apply: Apply online or contact me for further information. Only shortlisted candidates will be notified due to application volume; thank you for your understanding.

Adrian Leong JAC Recruitment Pte Ltd EA Personnel: R26160017

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