

PR/097473 | Channel Account Manager

Job Information

Recruiter
JAC Recruitment Singapore

Job ID
1605536

Industry
IT Consulting

Job Type
Permanent Full-time

Location
Singapore

Salary
Negotiable, based on experience

Refreshed
October 27th, 2026 18:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Native Level

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 leading AI-powered technology company specializing in intelligent solutions that support digital transformation and business growth.

Responsibilities:

- Conduct regular visits to channel partners to identify and develop new sales opportunities within existing customer accounts, increasing brand awareness and market presence.
- Engage with local dealers and key installers to understand their business needs and requirements, while supporting channel partners in driving product sales.
- Monitor market trends and competitor activities, providing recommendations on pricing strategies and value-added solutions to maintain competitiveness.
- Plan and execute sales support activities, including technical training sessions, seminars, and roadshows, to help

achieve sales objectives.

- Prepare weekly sales reports and market feedback by gathering, analyzing, and summarizing relevant sales and market information for management review.
- Develop and implement quarterly sales plans, ensuring the achievement of individual sales targets and key performance indicators (KPIs) set by management.
- Perform other duties and responsibilities as assigned by management.

Requirements

- Bachelor's degree or higher in Electrical Engineering, Information Technology, or a related discipline.
- Minimum 3 years of experience in channel or distribution sales within the industry.
- Strong negotiation, communication, and influencing skills.
- Self-motivated with a proactive learning attitude, and able to perform effectively in a fast-paced and high-pressure environment.
- Proven ability to build and maintain strong relationships with partners, dealers, and customers.

We regret to inform that only shortlisted candidates will be notified.

Sharon Hong (R25128240)

JAC Recruitment Pte. Ltd. (90C3026)

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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Company Description