

PR/097587 | Mice & Event Sales (Senior Executive / Assistant Manager)

Job Information

Recruiter
JAC Recruitment Singapore

Job ID
1609818

Industry
Tourism

Job Type
Permanent Full-time

Location
Singapore

Salary
Negotiable, based on experience

Refreshed
November 10th, 2026 05:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Basic Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Key Responsibilities:

- Drive new business growth by achieving sales targets and key performance indicators
- Identify and engage prospective clients through proactive outreach, networking, and referrals
- Build and manage a strong sales pipeline to support consistent revenue generation
- Lead client presentations, proposals, and pitch engagements
- Understand client needs and deliver tailored event and meeting solutions
- Develop long-term relationships to encourage repeat business and upselling opportunities
- Collaborate with internal teams to ensure seamless execution of meetings and events

- Support event coordination and ensure successful on-site delivery
- Represent the company at industry events, trade shows, and networking sessions
- Contribute to additional projects and responsibilities as required

Requirements:

- 3–5 years of experience in B2B sales, ideally within events, MICE, or agency environments with hunter mentality
- Proven ability to drive revenue growth and secure new business
- Strong consultative selling approach with the ability to understand and solve client needs
- Experience engaging corporate clients and key decision makers
- Highly motivated, results-oriented, and able to thrive in a target-driven environment

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Company Description