

PR/097654 | Sales Manager, Data Center & Infrastructure Solutions

Job Information

Recruiter
JAC Recruitment Singapore

Job ID
1612836

Industry
IT Consulting

Job Type
Permanent Full-time

Location
Singapore

Salary
Negotiable, based on experience

Refreshed
November 24th, 2026 05:00

General Requirements

Minimum Experience Level
Over 6 years

Career Level
Mid Career

Minimum English Level
Fluent 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 global technology leader specializing in energy-efficient power, thermal management, and infrastructure solutions.

Job Responsibilities:

- Identify and pursue new business opportunities through market analysis, customer engagement, and strategic planning.
- Drive sales initiatives and business development activities to achieve revenue and growth objectives across assigned markets and customer segments.
- Develop and manage sales plans, forecasts, and performance reports, ensuring accurate and timely updates for leadership.
- Stay informed on industry developments, market trends, customer needs, and competitive activities to support

effective decision-making and business growth.

- Build and maintain strong relationships with key customers, partners, and stakeholders to support long-term business success and customer satisfaction.
- Manage strategic accounts by developing account plans, supporting customer needs, and driving revenue growth across products and services.
- Support the preparation and management of customer proposals, tenders, and commercial submissions, coordinating cross-functional inputs where required.
- Develop and maintain a professional network while keeping current with relevant technologies, industry developments, and best practices.
- Provide guidance and support to internal teams, act as an escalation point when required, and foster effective collaboration across the organization.
- Work with internal teams to develop value propositions, tailored solutions, and compelling proposals that address customer business requirements.
- Partner with internal stakeholders to ensure alignment on customer requirements, project delivery, and overall business objectives.
- Drive continuous improvement of sales processes, customer engagement practices, and solution delivery approaches.

Requirements:

- Bachelor's degree in Business, Engineering, or a related field; advanced qualifications are advantageous.
- Minimum 5 years of experience in sales, business development, account management, or related commercial roles.
- Experience selling technology, infrastructure, solutions, or other complex products and services is preferred.
- Proven track record of achieving or exceeding sales target.
- Good analytical and problem-solving abilities, with experience using data and market insights to support business decisions.
- Strong leadership, relationship-building, communication, negotiation, and presentation skills.
- Willingness to travel as required to support customers and business objectives.

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

Sharon Hong (R25128240)

JAC Recruitment Pte. Ltd. (90C3026)
#LI-JACSG

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