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
September 29th, 2026 08:00

General Requirements

Minimum Experience Level
Over 6 years

Career Level
Mid Career

Minimum English Level
Fluent

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

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Company Description