



PR/097639 | Team Leader (Sales) - Distributor Management

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1612888

Industry

Restaurant, Food Service

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

September 15th, 2026 14:22

General Requirements

Minimum Experience Level

Over 1 year

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 an established Japanese food manufacturing company with a strong presence in the food service industry. With a reputation for quality products and continuous innovation, the company partners closely with distributors, bakeries, cafés, restaurants, and food service operators across Singapore.

JOB RESPONSIBILITIES

The Team Lead (Sales) - Distributor Management is responsible for managing key distributor partners and driving sales growth across the distributor channel. This role focuses on distributor management, new business development, channel expansion, and execution of sales initiatives.

The successful candidate will work closely with distributor partners, conduct joint customer visits, organize product training and promotional events, and identify opportunities to grow market share. This is a hands-on role that requires strong relationship-building skills, active customer engagement, and regular fieldwork.

Apart from managing existing distributor relationships, the candidate is also expected to develop new business opportunities and expand the company's customer network within the food service market.

Distributor Management

- Manage day-to-day relationships with assigned distributor partners
- Monitor distributor sales performance and ensure sales targets are achieved
- Support distributors in expanding product listings and customer coverage
- Build strong partnerships with distributor sales representatives
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Sales & Business Development

- Identify and acquire new customers through distributors and direct engagement
- Conduct joint sales visits with distributor sales teams
- Build relationships with restaurants, cafés, bakeries, and food service operators
- Drive sales growth and increase market penetration

Training & Event Management

- Organize and conduct product training sessions for distributors and customers
- Plan and execute food sampling activities and promotional campaigns
- Coordinate study sessions, workshops, and customer engagement events
- Support the launch of new and strategic products

Market Development

- Gather market intelligence and competitor information
- Identify emerging market trends and business opportunities
- Support management in executing channel development strategies

Reporting

- Conduct regular customer visits
- Submit daily activity and visit reports
- Provide updates on distributor performance and sales progress

JOB REQUIREMENTS

- Minimum 3 years of sales experience
- Experience in food manufacturing, food ingredients, FMCG, food service, or related industries preferred
- Experience managing distributors, dealers, or channel partners will be advantageous
- Strong relationship management and communication skills
- Comfortable conducting customer visits and field-based activities
- Able to work independently and take ownership of sales targets
- Strong planning, coordination, and execution skills
- Familiarity with the Singapore market is preferred

Working Location: Singapore

Ng Siew Thien (R22107842)

JAC Recruitment Pte. Ltd. (90C3026)

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Company Description