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JAC Recruitment Singapore

PR/097737 | Sales Manager (Tools Industry)

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1616042

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

October 6th, 2026 10:26

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

Our client, a leading multinational company in the professional tools industry, is seeking a Sales Manager to join its team. This role is responsible for driving the achievement of the company's sales and profitability objectives, while leading the overall sales function across both the Singapore market and key export markets. The successful candidate will be entrusted with developing sales strategies, expanding market presence, and delivering sustainable business growth.

Responsibilities

- Drive the achievement of sales and profit targets, and develop sales strategies to support business growth across the Singapore and export markets.

- Lead, coach, and develop the sales team while monitoring performance, pipeline activities, and business opportunities to ensure targets are met.
- Take a hands-on approach in the Singapore market by regularly visiting dealers and end users, conducting customer meetings, promoting products, identifying new business opportunities, and strengthening customer relationships.
- Work closely with internal stakeholders and oversee export market activities through the Export Sales Manager, providing direction and support on key distributor relationships and major business opportunities.

Requirements

- Proven track record in B2B sales leadership, including at least 5 years of experience managing and developing a sales team to achieve sales and profitability targets.
- Strong field sales mindset with experience in both dealer/distributor management and direct sales to end users; demonstrated success in business development and solution-based selling.
- Experience in industrial machinery, equipment, engineering, automotive, construction-related, or other technical product industries is preferred; power tools experience is not required.
- Holds a valid Singapore Class 3 Driving Licence and is willing to travel overseas when required.

Interested applicants please click [APPLY NOW](#)

Do note that we will only be in touch if your application is shortlisted.

Jennifer Maria Hardicar
JAC Recruitment Pte Ltd
EA License Number: 90C3026
EA Personnel: R1987984

#LI-JACSG
#countrysingapore

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Company Description