

PR/097899 | Regional Sales Enablement Specialist

Job Information

Recruiter
JAC Recruitment Singapore

Job ID
1623466

Industry
Healthcare, Nursing

Job Type
Permanent Full-time

Location
Singapore

Salary
Negotiable, based on experience

Refreshed
November 17th, 2026 11:07

General Requirements

Minimum Experience Level
Over 10 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

Job Title: Regional Sales Enablement Specialist

About Us:

Our client is a global scientific company specializing in advanced microscopy and imaging solutions. As part of its continued investment in APAC, they are looking for a Sales Enablement Specialist to strengthen sales capabilities and commercial execution across the region.

This is a senior individual-contributor position reporting directly to the Vice President of Sales and carries significant regional visibility and influence, working with experienced country sales teams and channel partners across markets including Singapore, South Korea, Australia, and India.

Key Responsibilities:

- Develop and execute regional sales enablement programs for the company’s material science microscopy portfolio.
- Train and coach direct sales teams and channel partners on products, applications, value propositions, competitive positioning, and solution selling.
- Conduct pipeline and opportunity reviews to improve qualification, pipeline velocity, forecast accuracy, and win rates.
- Assess sales capability and product-knowledge gaps and introduce targeted development initiatives.
- Advise sales teams on appropriate microscopy configurations and quotations based on customer applications.
- Promote consistent use of CRM, pipeline-management, and commercial-performance processes across the region.

Qualifications:

- Bachelor’s degree or higher in Material Science, Engineering, Physics, Chemistry, Electronics, or a related scientific discipline.
- Minimum 10 years of experience in B2B technical or scientific equipment sales, sales enablement, business development, product management, or commercial excellence.
- Relevant experience in microscopy, imaging, materials characterization, inspection, metrology, or adjacent analytical technologies.
- Exposure to semiconductor and/or electronics manufacturing applications, particularly microscopy-based quality control, inspection, failure analysis, wafer analysis, or materials characterization.

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

#LI-JACSG

#countrysingapore

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