



PR/095038 | Reginal Sales (South East Asia)

募集職種

人材紹介会社

ジェイ エイ シー リクルートメント シンガポール

求人ID

1538273

業種

小売

雇用形態

正社員

勤務地

シンガポール

給与

経験考慮の上、応相談

更新日

2025年05月01日 20:14

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

Our client, a Consumer goods production company, is looking for a Regional Sales responsible for the South East Asian Market.

JOB RESPONSIBILITIES

- Business Negotiations
- Schedule appointments with distributors, wholesalers, and retailers.
- Conduct business negotiations and provide value-added services like sales floor expansions and dedicated product sections.
- Aim to expand company's brand in south east asia and create new sales opportunities.
- Preparations for New Business Transactions
- Collaborate with legal departments to exchange contracts and ensure compliance with local laws.

- Coordinate item deliveries with logistics departments.
- Store Support
- Create new store shelving, change layouts, and set up recommended sales corners after new product releases.
- Maintain an environment that attracts customers and facilitates easy purchases.
- Additional Notes
- After training, you'll handle your own clients with support from a senior colleague.
- Expect significant travel around Southeast Asia.

JOB REQUIREMENTS

- **At least 2 years of sales experience**
- **Business-level English and Japanese to liaise and** negotiations with local customers and the head office.
- **Ability to travel overseas (mainly South East Asia or Japan)**
- **Proficiency in an additional language** (e.g., Chinese) is plus
- **Experience in the retail/wholesale industry** is plus
- **E-commerce operation experience** (Amazon, Shopify, etc.) is plus
- **Relationship builders**: Able to establish trust with retailers and wholesalers.
- **Creative thinkers**: Capable of proposing sales promotion plans and sales floor layouts.
- Only Singaporeans and PRs may apply

OTHER INFORMATIONS

- Monthly basic salary : Depends on the experience and current salary
- Bonus
- Interview process: 2~3 rounds

JAC Recruitment Pte. Ltd.
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会社説明