

**CR/094992 | Sales Executive (12 months)****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

1540060

業種

その他（商社）

雇用形態

契約

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20日 12:07

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**COMPANY OVERVIEW**

Our client, a distinguished name in the commercial vehicle industry, was originally founded in Japan and now boasts a significant presence in multiple countries, including Singapore.

JOB RESPONSIBILITIES

- Drive sales of new trucks within the assigned territory.
- Meet and exceed sales and customer development targets by focusing on value-based customer acquisition and development, anticipating the needs and priorities of both existing and new customers.
- Adhere to company guidelines regarding customer segments, product mix, and pricing.
- Enhance customer growth and loyalty through the Customer Management (CM) approach by providing ongoing support and assistance.
- Formulate and execute business and account sales strategies by understanding prospects' fleet requirements, operations, and unmet needs.
- Perform daily sales activities, including identifying opportunities, organizing, preparing quotes, negotiating offers, and securing orders.
- Work closely with the Sales Department (Sales & Operations) to ensure timely vehicle delivery.
- Participate in Customer Vehicle Handover Ceremonies when required.
- Build relationships with financial institutions and bodybuilders to facilitate sales closures.

- Collaborate with other departments to ensure high levels of customer satisfaction.
- Provide weekly sales performance reports, including updates to the customer database, visitation plans, sales prospects, and market conditions.
- Manage Truck Account Receivables promptly.
- Handle other ad-hoc tasks as needed.

JOB REQUIREMENTS

- 3 to 6 years of experience in premium product sales
- Strong in hunting experience in related sales experience in related industry
- Good knowledge in LTA regulations/process for heavy/commercial vehicles
- Strong product knowledge
- Excellent customer relationship management skills
- Good understanding of the truck industry

Working Location: Singapore

Ng Siew Thien (R22107842)

JAC Recruitment Pte. Ltd. (90C3026)

会社説明