



JAC Recruitment

シンガポールの求人なら
JAC Recruitment Singapore

PR/094685 | Sales& Marketing Executive (Japanese speaker)

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

1548555

業種

電力・ガス・水道

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07月22日 23:00

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

【Position】

Sales& Marketing Executive (Japanese speaker)

【Responsibilities】

Customer Management:

-
- Handle key customers both locally and internationally.
- Engage in direct discussions, exchange information, and collaboratively resolve issues with the factory.
- Build and maintain strong customer relationships and acceptance.

Customer Service:

-
- Address all customer inquiries and issues, including
- Contracts and agreement
- Quotation/pricing negotiations
- Coordination of new models and design issues
- Prototype and mass production order fulfillment
- Schedule change management (including stock/disposal management)
- Delivery and quality issues
- Customer complaints
- Customer specifications/requirements
- Customer payments and credibility

Marketing & Sales Plan/Forecast:

-
- Analyze customer demand and provide sales forecasts to superiors.
- Collect and analyze customer and market information promptly.
- Develop and implement short and long-term plans to increase market share.
- Regularly visit and contact customers to enhance Customer Relationship Management (CRM) and gather the latest information.
- Coordinate with the business unit (BU) and/or factories for managing customer forecasts.

New Customer Development:

-
- Execute plans for developing new customers.
- Collaborate closely with BU and factory representatives on new customer development activities.
- Assist the Product Management & Marketing (PMM) group in implementing and executing plans for new customer development.

[Requirements]

- 3 years of sales and marketing experience in the semiconductor or electronics-related industry (preferably with experience in the Printed Circuit Board industry)
- Japanese speaker (at least JLPT N2) to liaise with customers and stakeholders in Japan.
- Willingness to travel overseas for work when needed (e.g., training and customer visits).
- Thorough understanding of marketing, negotiation techniques, and problem-solving.
- Excellent spoken and written English skills.
- Fast learner with a passion for sales; self-motivated with a results-driven approach.
- Aptitude for delivering engaging presentations.

[Others]

- **Salary:** ~3,700 SGD + Transport Allowance 160SGD
- **Working Hours:** 9:00 AM to 5:00 PM
- **Bonus:** AWS and VB are available
- **Annual Leave:** 14 days in the first year. From the following year, +1 day/year, up to a maximum of 21 days
- **Medical Leave:** 14 days
- **Hybrid work arrangement**
- **Office:** CBD area

I regret to inform that only shortlisted candidates will be contacted by JAC consultants, thank you for your understanding.

Tel: 6323 4779 / 6411 0387 Name: Yusaku Yoshida
EA Personnel Registration Number: R23111969

#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.

Privacy Policy Link: <https://www.jac-recruitment.sg/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.sg/terms-of-use>

会社説明