



PR/096109 | Channel Manager

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

1562497

業種

その他（商社）

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12月02日 07:00

応募必要条件

キャリアレベル

中途経験者レベル

英語レベル

無し

日本語レベル

無し

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

Channel Sales Manager (Technology Solutions)

Are you a driven sales professional with a passion for technology and customer engagement? A well-established company in the tech solutions space is seeking a Sales Account Manager to join their dynamic team. This role is ideal for someone who thrives in a fast-paced, partner-focused environment and is eager to contribute to revenue growth through strategic channel management.

???? East Region, Singapore

???? Full-Time

What You'll Be Doing

- Manage and grow relationships with channel partners to drive product sales.
- Collaborate with partners to identify new business opportunities and ensure smooth service delivery.
- Generate leads through cold-calling, referrals, and direct outreach.

- Engage prospects to understand their needs and present tailored solutions.
- Coordinate with internal teams to ensure successful contract fulfillment and customer satisfaction.
- Prepare quotations and follow up to close deals efficiently.
- Monitor market trends and competitor activity to refine sales strategies.
- Provide regular performance updates and reports to management.

What We're Looking For

- Diploma or equivalent qualification.
- 1–2 years of experience in IT, sales, or CCTV surveillance.
- Proven track record in general sales and cold-calling.
- Strong communication and presentation skills.
- Experience with tenders and video analytics solutions is a plus.
- Self-disciplined, sales-driven, and highly motivated.
- Detail-oriented and composed under pressure.

JAC Recruitment Pte. Ltd.
EA Licence Number: 90C3026
Personnel Registration Number: R22105188 Jasmine Lee

#LI-JACSG
#countrysingapore

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会社説明