



PR/096265 | Commercial / Sales Director (Maritime Technology)

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

1566438

業種

ITコンサルティング

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11月25日 10:28

応募必要条件

職務経験

6年以上

キャリアレベル

中途経験者レベル

英語レベル

流暢

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

Commercial / Sales Director – Maritime Solutions

My client is a rapidly-expanding Technology Start-Up looking for a results-driven Commercial / Sales professional to accelerate revenue growth and market expansion across the Maritime sector and adjacent industries. This is a strategic role focused on growing the business across APAC.

What You'll Do

- Drive Sales Growth: Develop and execute sales strategies, manage revenue targets, and lead high-value enterprise deals from outreach to closure, especially with C-level decision-makers.
- Negotiate & Close Deals: Own commercial discussions, contracts, and partnership agreements with favorable terms.
- Manage Key Accounts: Build strong client relationships, ensure retention, and identify upsell/cross-sell opportunities.
- Expand Market Presence: Acquire new clients, develop channel partnerships, and represent the company at industry events.
- Collaborate for Success: Work closely with leadership, customer success, and delivery teams to ensure client satisfaction and business impact.

What We're Looking For

- Experience: 5-8 years in sales/business development, ideally in Maritime, Oil & Gas, Industrial Tech.
- Skills: Strong negotiation, presentation, and relationship-building abilities; proven track record in meeting sales

targets. Experience in Maritime / Shipping industry is a must.

- Education: Bachelor's in Business, Marketing, Engineering, or related field; MBA or maritime certification is a plus.
- Mindset: Highly organized, tech-savvy, and comfortable in a fast-paced, global environment.

Raymond Ler (R1876114)

JAC Recruitment Pte. Ltd. (90C3026)

#LI-JACSG

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会社説明