



シンガポールの求人なら
JAC Recruitment Singapore

PR/096302 | Senior Sales Executive

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

1566446

業種

その他（メーカー）

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

3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

COMPANY OVERVIEW

We are a global leader in home and commercial heating solutions, headquartered in Japan with a strong international presence across Asia, Oceania, the Americas, and Europe. Established over a century ago, the company specializes in innovative gas appliances, kitchen equipment, and energy-efficient heating systems designed to enhance comfort and sustainability. Committed to quality and environmental responsibility, we deliver products that meet diverse customer needs while promoting a better way of life.

JOB RESPONSIBILITIES

We are seeking a highly motivated Senior Sales Executive to drive growth in the kitchen appliances segment. This role involves managing sales activities, expanding market reach, and building strong relationships with clients across traditional trade, modern trade, and project sales channels.

- Achieve growth and monthly retail sales targets by managing retail sales channels.

- Design and implement strategic sales plans to expand the customer base.
- Maintain strong relationships with existing clients and actively develop new ones.
- Conduct sales training for dealer teams and support retail business processes.
- Analyze dealer network performance and assign tasks to sales and marketing executives.
- Prepare monthly sales reports, collection reports, and yearly budget plans.
- Monitor market trends and competitor activities; contribute to strategic policy-making.
- Collaborate with Marketing, Accounts, Logistics, Operations, and HR teams.
- Travel for regional sales and product meetings as required.

JOB REQUIREMENTS

- Diploma in Sales & Marketing, Retail Management, or Business.
- Minimum 3–5 years of sales experience, preferably in kitchen appliances handling both traditional and modern trade/project sales.
- Proven experience in leading a sales team and consistently meeting or exceeding targets.
- Must own a vehicle.

Working Location: Singapore

Ng Siew Thien (R22107842)

JAC Recruitment Pte. Ltd. (90C3026)

#LI-JACSG

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会社説明