



## PR/096584 | Sales 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

1575410

## 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

2026年02月17日 05:00

## 応募必要条件

## 職務経験

10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

## About the Role

Our client, a well-known MNC, is seeking a highly driven and experienced Regional Sales Manager to spearhead 100% new business development across Southeast Asia. This role is ideal for someone with a strong track record in selling industrial printing equipment, particularly Gravure, Screen, Offset, or large-scale production machinery. The candidate must be commercially sharp, proactive, and capable of delivering results within a fast-paced, high-growth environment.

## Key Responsibilities

- Lead full-cycle new business development across ASEAN markets, including Thailand, Vietnam, the Philippines, and Indonesia.
- Identify, engage, and convert new customers in the industrial printing and machinery sector.
- Develop and execute strategic sales plans to expand market presence and achieve revenue goals within the fiscal year.
- Build and maintain strong relationships with key decision-makers in industrial manufacturers, printing houses,

converters, and related sectors.

- Provide accurate sales forecasting, market insights, and competitive intelligence to management.
- Collaborate with internal teams (technical, marketing, operations) to ensure successful customer onboarding and solution delivery.
- Attend regional exhibitions, trade shows, and customer events—including a major exhibition in Thailand (May/June).
- Provide regular updates and reports to the US-based reporting line.

#### Requirements

- Proven sales track record in industrial printing equipment (Gravure, Screen, Offset, or large-scale machinery).
- Prior experience selling high-value capital equipment in Asia is an advantage.

#### Skills & Competencies

- Strong hunter mentality with the ability to independently drive new business.
- Excellent communication, negotiation, and customer-facing skills.
- Ability to work autonomously in a regional role with minimal supervision.

#### Ideal Candidate Profile

- A motivated, results-oriented salesperson specializing in industrial or heavy equipment solutions.
- Comfortable operating in a regional role requiring extensive customer outreach and market penetration.
- Thrives in a high-performance environment with clear visibility to senior leadership in the US.

Interested applicant, please click **APPLY NOW**

Jennifer Maria Hardicar  
JAC Recruitment Pte Ltd  
EA License Number: 90C3026  
EA Personnel: R1987984

#LI-JACSG  
#countriesingapore

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会社説明