



PR/096662 | Fire Protection Sales Manager (Singapore / SEA)

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

1577989

業種

その他（商社）

雇用形態

正社員

勤務地

イスラエル

給与

経験考慮の上、応相談

更新日

2026年02月16日 10:36

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

ネイティブ

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 Our client is a leading international supplier of engineered fluid systems and services, serving building services and infrastructure markets across Asia. Focused on fire protection and waterworks solutions, they deliver reliable, technically driven products and support to contractors, consultants and end-users. As they expand their presence in Southeast Asia, they are seeking an experienced Fire Protection Sales Manager based in Singapore.

Key Responsibilities

- **Sales & Business Development:** Develop and grow business with fire protection contractors, consultants and waterworks firms across Singapore and Southeast Asia. Identify and secure new customers and projects.
- **Technical Support & Solutions:** Provide engineering solutions and technical guidance to fire protection designers and stakeholders; adapt company products to project requirements.
- **Commercial Management:** Manage commercial relationships and lead complex B2B sales processes working closely with Application Engineers and the Fire Protection Business Manager.
- **Strategic Planning:** Develop and implement sales strategies and action plans to meet regional targets.
- **Stakeholder Coordination:** Liaise with internal teams (Application Engineers, Sales Managers) and external partners (customers, suppliers) to ensure smooth project execution and customer satisfaction.
- **Reporting & KPIs:** Track performance against sales and customer satisfaction targets; report to the APAC Territory

Manager.

Key Requirements

- Education: Technical background mandatory — Mechanical/Water Engineering Technician or Mechanical/Water Engineer.
- Experience: Proven B2B sales experience, preferably within water systems, fire protection, or engineering products. Familiarity with the fire protection market is a strong advantage.
- Technical Skills: Strong technical understanding of water systems and hydraulics. Able to interpret designer requirements and propose suitable solutions.
- Skills & Attributes: Excellent communication and interpersonal skills, strong commercial orientation, process leadership capability, resilience and willingness to work non-standard hours when required.
- Residence & Travel: Based in Singapore. Ability to travel within the region as needed.
- Language: Good command of English. Additional regional languages advantageous but not required.

Performance Indicators

- Achievement of sales targets and revenue growth in Singapore/SEA.
- Customer satisfaction and retention metrics.
- Successful execution of strategic sales plans and project handovers.

Apply online or contact me for further information. Only shortlisted candidates will be notified due to application volume; thank you for your understanding.

Adrian Leong
JAC Recruitment Pte Ltd
EA Personnel: R26160017

#LI-JACSG
#countrysingapore

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会社説明