



PR/096836 | Sales Manager - Automotive

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

1585829

業種

自動車・自動車部品

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04月21日 09:01

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

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

Job Title: Sales Manager - Automotive

Location: Singapore

Your New Company A well-established organisation within the consumer and services sector is undertaking a strategic evolution of its retail business. With a strong existing footprint and long-term growth ambitions, the company is seeking a senior leader to strengthen commercial performance, operational discipline, and leadership capability across its retail network.

Your New Role As Sales Manager, you will assume overall responsibility for the performance and development of a multi-site retail operation. You will be tasked with driving sustainable growth, improving customer experience, strengthening

operational execution, and building a high-performing retail leadership team. This is a highly influential role with broad remit and direct impact on the company's future retail direction. **Key Responsibilities**

1. Commercial & Sales Leadership
 - Lead overall retail performance, driving revenue growth, profitability, and operational discipline across outlets.
 - Establish clear commercial targets and performance indicators, ensuring consistent execution and accountability.
 - Develop sales initiatives to improve conversion, transaction value, and customer lifetime value.

2. Retail Evolution & Customer Experience

- Enhance the positioning and proposition of physical outlets to better meet evolving customer needs.
- Improve store layouts, service standards, and customer journey where required.
- Ensure consistency in brand experience across different retail locations.

3. Operational Excellence

- Strengthen operating frameworks and standardisation across outlets.
- Improve workflow efficiency, service consistency, and operational effectiveness.
- Optimise workforce planning, productivity, and utilisation.

4. Range & Service Development

- Review and expand the retail offering to support broader customer needs and revenue opportunities.
- Partner with internal stakeholders to optimise assortment, margins, and service mix.

5. Digital & Channel Enablement

- Support the integration of digital capabilities into the retail environment as appropriate.
- Enhance customer convenience through improved visibility, access, and engagement across channels.

6. People Leadership

- Lead and develop outlet managers and frontline leaders.
- Build a strong performance culture with clear accountability and development pathways.
- Strengthen recruitment, training, and retention of key retail talent.

7. External Engagement

- Build selected partnerships and relationships that support customer acquisition and retention.
- Represent the business in relevant commercial or stakeholder discussions when required.

Qualifications

- Senior leadership experience managing multi-location retail or service operations.
- Strong track record in improving business performance, operational execution, and team effectiveness.
- Experience in asset-heavy, service-led, or consumer-facing environments is advantageous.

- Highly commercial, hands-on, and outcomes-focused.
- Proven people leader with the credibility to influence at senior level.
- Comfortable operating with discretion in a confidential and evolving business context.

Ready to Take the Next Step?

Interested applicants, please click APPLY NOW for a confidential chat.

Do note that we will only be in touch if your application is shortlisted.

Chen Pinru
JAC Recruitment Pte Ltd
EA License Number: 90C3026
EA Personnel: R25130085

#LI-JACSG
#countrysingapore

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

Privacy Policy Link: <https://www.jac-recruitment.sg/privacy-policy>
Terms and Conditions Link: <https://www.jac-recruitment.sg/terms-of-use>

会社説明