



PR/097473 | Channel Account 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

1605536

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

2026年09月01日 12:00

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

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 AI-powered technology company specializing in intelligent solutions that support digital transformation and business growth.

Responsibilities:

- Conduct regular visits to channel partners to identify and develop new sales opportunities within existing customer accounts, increasing brand awareness and market presence.
- Engage with local dealers and key installers to understand their business needs and requirements, while supporting channel partners in driving product sales.
- Monitor market trends and competitor activities, providing recommendations on pricing strategies and value-added solutions to maintain competitiveness.
- Plan and execute sales support activities, including technical training sessions, seminars, and roadshows, to help

achieve sales objectives.

- Prepare weekly sales reports and market feedback by gathering, analyzing, and summarizing relevant sales and market information for management review.
- Develop and implement quarterly sales plans, ensuring the achievement of individual sales targets and key performance indicators (KPIs) set by management.
- Perform other duties and responsibilities as assigned by management.

Requirements

- Bachelor's degree or higher in Electrical Engineering, Information Technology, or a related discipline.
- Minimum 3 years of experience in channel or distribution sales within the industry.
- Strong negotiation, communication, and influencing skills.
- Self-motivated with a proactive learning attitude, and able to perform effectively in a fast-paced and high-pressure environment.
- Proven ability to build and maintain strong relationships with partners, dealers, and customers.

We regret to inform that only shortlisted candidates will be notified.

Sharon Hong (R25128240)

JAC Recruitment Pte. Ltd. (90C3026)

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会社説明