

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10月27日 18:00

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
ネイティブレベル

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