



PR/097639 | Team Leader (Sales) - Distributor Management

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

1612888

業種

レストラン・フードサービス

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29日 03:00

応募必要条件

職務経験

1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

COMPANY OVERVIEW

Our client is an established Japanese food manufacturing company with a strong presence in the food service industry. With a reputation for quality products and continuous innovation, the company partners closely with distributors, bakeries, cafés, restaurants, and food service operators across Singapore.

JOB RESPONSIBILITIES

The Team Lead (Sales) - Distributor Management is responsible for managing key distributor partners and driving sales growth across the distributor channel. This role focuses on distributor management, new business development, channel expansion, and execution of sales initiatives.

The successful candidate will work closely with distributor partners, conduct joint customer visits, organize product training and promotional events, and identify opportunities to grow market share. This is a hands-on role that requires strong relationship-building skills, active customer engagement, and regular fieldwork.

Apart from managing existing distributor relationships, the candidate is also expected to develop new business opportunities and expand the company's customer network within the food service market.

Distributor Management

- Manage day-to-day relationships with assigned distributor partners
- Monitor distributor sales performance and ensure sales targets are achieved
- Support distributors in expanding product listings and customer coverage
- Build strong partnerships with distributor sales representatives
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Sales & Business Development

- Identify and acquire new customers through distributors and direct engagement
- Conduct joint sales visits with distributor sales teams
- Build relationships with restaurants, cafés, bakeries, and food service operators
- Drive sales growth and increase market penetration

Training & Event Management

- Organize and conduct product training sessions for distributors and customers
- Plan and execute food sampling activities and promotional campaigns
- Coordinate study sessions, workshops, and customer engagement events
- Support the launch of new and strategic products

Market Development

- Gather market intelligence and competitor information
- Identify emerging market trends and business opportunities
- Support management in executing channel development strategies

Reporting

- Conduct regular customer visits
- Submit daily activity and visit reports
- Provide updates on distributor performance and sales progress

JOB REQUIREMENTS

- Minimum 3 years of sales experience
- Experience in food manufacturing, food ingredients, FMCG, food service, or related industries preferred
- Experience managing distributors, dealers, or channel partners will be advantageous
- Strong relationship management and communication skills
- Comfortable conducting customer visits and field-based activities
- Able to work independently and take ownership of sales targets
- Strong planning, coordination, and execution skills
- Familiarity with the Singapore market is preferred

Working Location: Singapore

Ng Siew Thien (R22107842)

JAC Recruitment Pte. Ltd. (90C3026)

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会社説明