



PR/097672 | Junior Sales Executive – B2B Solutions

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

1614138

業種

その他（メーカー）

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22日 10:18

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

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

Key Responsibilities

- Develop and maintain relationships with new and existing customers.
- Identify new business opportunities through prospecting, calls, emails, networking, and client meetings.
- Understand clients' business needs and recommend suitable products, solutions, and services.
- Manage sales enquiries, quotations, proposals, and follow-ups.
- Build and maintain a healthy sales pipeline to achieve monthly and quarterly targets.
- Support account management, upselling, and cross-selling opportunities.
- Provide good after-sales support to strengthen client retention.

- Maintain accurate sales records, pipeline updates, and activity reports.
- Work closely with internal teams to ensure smooth delivery of client requirements.

Requirements

- Diploma or Degree in any discipline.
- Open to candidates without prior sales experience who demonstrate a strong hunter mindset, proactive attitude, and drive to develop new business opportunities.
- 1 to 3 years of sales, business development, account management, or customer-facing experience preferred.
- Candidates with B2B sales experience will have an advantage.
- Experience in IT, technology, office solutions, printing, or related industries is advantageous but not essential.
- Confident, proactive, and results-driven personality.
- Good communication and interpersonal skills.
- Comfortable engaging with customers and developing new business opportunities.

Varick Lee
JAC Recruitment Pte Ltd
EA License Number: 90C3026
EA Personnel: R2197221

#LI-JACSG
#countrysingapore

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会社説明