

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11月03日 06:00

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
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

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

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#countrysingapore

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会社説明