



PR/097737 | Sales Manager (Tools Industry)

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

1616042

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10月06日 10:26

応募必要条件

職務経験

6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

Our client, a leading multinational company in the professional tools industry, is seeking a Sales Manager to join its team. This role is responsible for driving the achievement of the company's sales and profitability objectives, while leading the overall sales function across both the Singapore market and key export markets. The successful candidate will be entrusted with developing sales strategies, expanding market presence, and delivering sustainable business growth.

Responsibilities

- Drive the achievement of sales and profit targets, and develop sales strategies to support business growth across the Singapore and export markets.

- Lead, coach, and develop the sales team while monitoring performance, pipeline activities, and business opportunities to ensure targets are met.
- Take a hands-on approach in the Singapore market by regularly visiting dealers and end users, conducting customer meetings, promoting products, identifying new business opportunities, and strengthening customer relationships.
- Work closely with internal stakeholders and oversee export market activities through the Export Sales Manager, providing direction and support on key distributor relationships and major business opportunities.

Requirements

- Proven track record in B2B sales leadership, including at least 5 years of experience managing and developing a sales team to achieve sales and profitability targets.
- Strong field sales mindset with experience in both dealer/distributor management and direct sales to end users; demonstrated success in business development and solution-based selling.
- Experience in industrial machinery, equipment, engineering, automotive, construction-related, or other technical product industries is preferred; power tools experience is not required.
- Holds a valid Singapore Class 3 Driving Licence and is willing to travel overseas when required.

Interested applicants please click **APPLY NOW**

Do note that we will only be in touch if your application is shortlisted.

Jennifer Maria Hardicar
JAC Recruitment Pte Ltd
EA License Number: 90C3026
EA Personnel: R1987984

#LI-JACSG
#countrysingapore

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

Privacy Policy Link: <https://www.jac-recruitment.sg/privacy-policy>
Terms and Conditions Link: <https://www.jac-recruitment.sg/terms-of-use>

会社説明