


# PR/097899 | Regional Sales Enablement Specialist

## 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**
1623466

**業種**
福祉・介護

**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17日 11:07

## 応募必要条件

**職務経験**
10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

**Job Title:** Regional Sales Enablement Specialist

**About Us:**

Our client is a global scientific company specializing in advanced microscopy and imaging solutions. As part of its continued investment in APAC, they are looking for a Sales Enablement Specialist to strengthen sales capabilities and commercial execution across the region.

This is a senior individual-contributor position reporting directly to the Vice President of Sales and carries significant regional visibility and influence, working with experienced country sales teams and channel partners across markets including Singapore, South Korea, Australia, and India.

**Key Responsibilities:**

- Develop and execute regional sales enablement programs for the company’s material science microscopy portfolio.
- Train and coach direct sales teams and channel partners on products, applications, value propositions, competitive positioning, and solution selling.
- Conduct pipeline and opportunity reviews to improve qualification, pipeline velocity, forecast accuracy, and win rates.
- Assess sales capability and product-knowledge gaps and introduce targeted development initiatives.
- Advise sales teams on appropriate microscopy configurations and quotations based on customer applications.
- Promote consistent use of CRM, pipeline-management, and commercial-performance processes across the region.

**Qualifications:**

- Bachelor’s degree or higher in Material Science, Engineering, Physics, Chemistry, Electronics, or a related scientific discipline.
- Minimum 10 years of experience in B2B technical or scientific equipment sales, sales enablement, business development, product management, or commercial excellence.
- Relevant experience in microscopy, imaging, materials characterization, inspection, metrology, or adjacent analytical technologies.
- Exposure to semiconductor and/or electronics manufacturing applications, particularly microscopy-based quality control, inspection, failure analysis, wafer analysis, or materials characterization.

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

#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.

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会社説明