



## PR/094401 | Sales Engineer

### Job Information

**Recruiter**

JAC Recruitment Singapore

**Job ID**

1504851

**Industry**

Other (Trade)

**Job Type**

Permanent Full-time

**Location**

Singapore

**Salary**

Negotiable, based on experience

**Refreshed**

November 19th, 2024 11:12

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Business Level

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

**About the Sales Engineer (Engineering Plastic) Role:**

A manufacturing company is looking for a Sales Engineer to be the key point of contact for clients, answering queries, providing technical advice and demonstrating how to use new products and/or services.

**Key Responsibilities:**

- Focus 50% on creating new business and 50% on maintaining current business
- Proactively and aggressively market and take actions to create new business opportunities
- Maintain current customers and handle daily tasks efficiently
- Manage trading material stock inventory

- Attend to customer inquiries and provide sales services
- Prepare quotations and liaise with customers on pricing matters
- Follow up with customers on payment issues
- Source suitable suppliers for the purchase of trading materials
- Evaluate supplier performance to ensure purchased products meet customer requirements
- Check purchase orders from customers and suppliers for trade terms, payment terms, price, and lead time
- Follow up with customers on any issues, including complaints
- Take proactive actions to ensure customer satisfaction
- Ensure project adherence to schedules

To succeed as the Sales Engineer job, you will need to have in-depth technical and product knowledge combined with the ability to understand complex business systems — and just as importantly, people skills.

Key Requirements:

- Bachelor's Degree in engineering or related fields
- Minimum 8 years of relevant experience in sales and business development experience in both commodity and engineering plastics
- Good and aggressive personality with excellent analytical skills and a willingness to learn
- Ability to lead field-level teams and demonstrate expertise in multiple areas
- Excellent technical and problem-solving skills
- Good leadership and teamwork skills
- Be self-driven, highly motivated, and demonstrate initiative

If you are someone with strong engineering plastics sales experience with a strong attention to detail and an independent nature, this opportunity will enable you to further develop your technical expertise in this field.

Apply today or email me at [jinhan.huang@jac-recruitment.com](mailto:jinhan.huang@jac-recruitment.com)/call me at +65 6411 0405 to discuss this new opportunity.

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

Huang Jin Han  
JAC Recruitment Pte Ltd  
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EA Personnel Name: Huang Jin-Han

#LI-JACSG  
#countrysingapore

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Company Description