



PR/093530 | IT Sales

## Job Information

**Recruiter**
[JAC Recruitment Singapore](#)
**Job ID**

1512559

**Industry**

IT Consulting

**Job Type**

Permanent Full-time

**Location**

Singapore

**Salary**

Negotiable, based on experience

**Refreshed**

January 8th, 2025 10:01

## 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

**The company:**

This innovative technology company is a leader in creating solutions for businesses. They're like a behind-the-scenes partner, providing the tools and brains needed for businesses to run smoothly. They utilize cloud, cutting-edge AI, and other tools to keep a company's network connected. They also build the infrastructure that allows information to flow, like the equipment that powers phone and internet connections.

**Job responsibilities:**

- Cultivate, maintain and grow relationships with established accounts that will increase business and ensure excellent customer relations
- Responsible for driving client satisfaction and taking ownership throughout the entire lifecycle to make sure sales, projects, and solution are delivered and meeting clients expectation
- Influence and work closely with vendors to achieve required results
- Prepare customer proposals, reply to tenders, RFQs, etc. in close coordination with the project team
- Prepare for presales materials such as capabilities brochures, presentation materials and support sales team in keeping a record of proposals and continuous tracking of project deliveries
- Good understanding of the project execution and delivery processes with strong ability to grasp customers' requirements, conduct gathering of requirements and analysis, and prepare functional requirements and services requirements' specification documents

- Submit to management all required sales and generate reports in a timely manner
- Any other ad-hoc duties as required or assigned

**Key Requirements:**

- Bachelor's Degree in IT, Business Administration, Marketing or other relevant disciplines
- Around 5-6 years of relevant sales experience in selling IT solutions (not only procurement of software & hardware, but also professional services delivery for IT system integration) to financial institutions/ banks etc.
- Possess fundamental ICT knowledge, Fintech solutions and domain knowledge of banking industry
- Experience in Services Sales with tender and bidding participation
- Proven experience negotiating with clients and vendors
- Possess analytical and problem-solving skills
- Self-motivated and pro-active in identifying new opportunities on the established account

Working Location: Singapore

Apply online or feel free to contact me directly (via email: [tingyee.lim@jac-recruitment.com](mailto:tingyee.lim@jac-recruitment.com)) for more information about this opportunity. Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

Lim Ting Yee (R23116601)

JAC Recruitment Pte. Ltd. (90C3026)

#LI-JACSG

#countrysingapore

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Company Description