



PR/094607 | Sales Specialist, Industrial Instruments (Oil & Gas, Maritime focus)

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1512670

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

January 8th, 2025 08:00

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

Senior Sales Specialist-Oil & Gas **Location:** Singapore

Reports to: Sales Manager

Primary Purpose

Responsible for driving sales activities for Industrial testing equipment products and solutions. As the primary point of contact for end-customers and dealers, the focus is on building and managing relationships within the Marine, Oil & Gas, and Power Generation sectors.

Key Responsibilities

- Implement sales strategies for Industrial testing products, handle customer inquiries, conduct product demonstrations, and provide technical consultations.
- Manage the complete sales process, including negotiation, presentation, and account management.
- Collect and analyze market data and present performance metrics in detailed sales reports.
- Maintain high service standards and represent the company at industry events.
- Negotiate contracts and deals to secure new business and meet revenue targets.
- Collaborate with internal teams to enhance customer satisfaction and ensure successful project delivery.
- Support team goals and be open to occasional overseas travel for business activities.

Core Competencies

- Diploma in Engineering or a Business-related discipline.
- Experience in domestic sales with 5+ years.

- Previous experience in selling industrial instrumentation is preferred.
- Work autonomously and effectively within a team.
- Proficient in MS Office and preferably knowledgeable in SalesForce.
- Excellent verbal and written communication in English.

Interested applicants please send your English resume to:

Lisa Hu

Email: lisa.hu@jac-recruitment.com

EA Licence: 90C3026 | **EA Personnel No:** R23114940

Company Description