



PR/094685 | Sales& Marketing Executive (Japanese speaker)

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1515304

Industry

Electric Power, Gas, Water

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

February 25th, 2025 06:00

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

[Position]

Sales& Marketing Executive (Japanese speaker)

[Responsibilities]**Customer Management:**

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- Handle key customers both locally and internationally.
- Engage in direct discussions, exchange information, and collaboratively resolve issues with the factory.
- Build and maintain strong customer relationships and acceptance.

Customer Service:

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- Address all customer inquiries and issues, including
- Contracts and agreement
- Quotation/pricing negotiations
- Coordination of new models and design issues
- Prototype and mass production order fulfillment
- Schedule change management (including stock/disposal management)
- Delivery and quality issues
- Customer complaints
- Customer specifications/requirements
- Customer payments and credibility

Marketing & Sales Plan/Forecast:

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- Analyze customer demand and provide sales forecasts to superiors.
- Collect and analyze customer and market information promptly.
- Develop and implement short and long-term plans to increase market share.
- Regularly visit and contact customers to enhance Customer Relationship Management (CRM) and gather the latest information.
- Coordinate with the business unit (BU) and/or factories for managing customer forecasts.

New Customer Development:

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- Execute plans for developing new customers.
- Collaborate closely with BU and factory representatives on new customer development activities.
- Assist the Product Management & Marketing (PMM) group in implementing and executing plans for new customer development.

[Requirements]

- 3 years of sales and marketing experience in the semiconductor or electronics-related industry (preferably with experience in the Printed Circuit Board industry)
- Japanese speaker (at least JLPT N2) to liaise with customers and stakeholders in Japan.
- Willingness to travel overseas for work when needed (e.g., training and customer visits).
- Thorough understanding of marketing, negotiation techniques, and problem-solving.
- Excellent spoken and written English skills.
- Fast learner with a passion for sales; self-motivated with a results-driven approach.
- Aptitude for delivering engaging presentations.

[Others]

- **Salary:** ~3,700 SGD + Transport Allowance 160SGD
- **Working Hours:** 9:00 AM to 5:00 PM
- **Bonus:** AWS and VB are available
- **Annual Leave:** 14 days in the first year. From the following year, +1 day/year, up to a maximum of 21 days
- **Medical Leave:** 14 days
- **Hybrid work arrangement**
- **Office: CBD area**

I regret to inform that only shortlisted candidates will be contacted by JAC consultants, thank you for your understanding.

Tel: 6323 4779 / 6411 0387 Name: Yusaku Yoshida
EA Personnel Registration Number: R23111969

#LI-JACSG
#countrysingapore

Company Description