



PR/094729 | Regional Sales Manager

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1517823

Industry

Industrial Facilities

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

January 28th, 2025 10:58

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

Regional Sales Manager

Our client in the lifting and material-handling equipment is looking for a regional sales manager. This role will establish, maintain and grow the customer base for SEA region.

Key Responsibilities

- Meet sales targets by effectively managing and motivating the regional dealer network.
- Generate new sales leads and provide services to existing customers within the assigned territory.

- Set sales forecasts for customers in SEA region.
- Maintain and enhance positive relationships with the target customer base through regular visits to both existing and new customers.
- Oversee discount levels and work towards improving the company's profit margins.

Key Requirements

- A Bachelor's Degree in Business, Engineering, Science, or a related field is required.
- At least 8 years of experience in the equipment and/or aerial industry.
- Capable of providing informed insights on the market and strategies to achieve objectives.
- Proficient in understanding and managing the operational aspects of the used equipment business.
- Strong interpersonal skills to build, nurture, and maintain relationships within the market, including with our current sales/dealer network and new legacy customers.
- Willingness to travel regionally.

Interested applicant, please click [APPLY NOW](#)

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

Jennifer Maria Hardicar
JAC Recruitment Pte Ltd
EA License Number: 90C3026
EA Personnel: R1987984

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Company Description