



PR/158581 | Business Development Manager

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1521585

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

February 11th, 2025 10:33

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

A fast-growing chemicals company based in Singapore who manufacture and distribute a wide range of products, including all-in-one lubricants, disinfectant cleaners, contact cleaners, biodegradable degreasers etc., is looking for Business Development Manager to develop new distributors in SEA regions.

Job Responsibilities

- Responsible for driving strong sales growth to achieve sales and profit targets in assigned territories, industries and channels
- Develop new distributors in assigned territories
- Build and maintain strong relationship with distributors, direct customers, purchasers and end users
- Provide sales & product trainings to distributors and end-users

- Work closely with key customers/distributors to plan, implement marketing strategies and promotional programs in line with company's direction
- Recommend appropriate pricing strategies for all product lines
- Gather and analyze market and competitors' information

Job Requirements

- Highly sales-focused individual who is extremely self-motivated and keen to make increasing sales and be rewarded for success
- Experience in sales is a must. Experience in chemical product sales with regional sales function in South East Asia is strongly preferred
- Previous sales experience in marine, oil & gas, industrial sectors, distributor management would be advantageous
- Excellent selling, negotiation and relationship building skills
- You MUST believe that SALES is a NUMBERS game, and achieving targets is the primary objective
- All education backgrounds considered
- Willing to travel

Job highlights:

- Positive work culture
- Dynamic and growing company
- Home based
- Attractive commission

Apply online or feel free to contact me directly 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.

Company Description