



PR/094541 | [Industrial Valves] Sales Manager

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1521706

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

February 11th, 2025 10:48

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

Company and Job Overview

We are supporting our client, a well-known brand providing high-quality industrial valves. This position is for Filipinos based in the Philippines.

Job Responsibilities

- Regularly visit customers and project sites to introduce the company to new clients and increase exposure.
- Actively search, qualify, and develop new customer relationships.
- Responsible for growing, managing, and monitoring day-to-day relationships and communications with existing clients.
- Monitor and provide feedback on key customer project progress to enhance local success.
- Manage the entire sales cycle, from lead generation to preparing proposals and participating in negotiations with clients.
- Promote, support, and adhere to all safety, environmental and quality-related policies and procedures.
- Lead market development efforts, educating customers on the advantages of product and service ranges.
- Interpret customer needs and work with the technical team to propose appropriate product solutions. You are to prepare for and deliver compelling technical presentations to consultants and owners with our Engineering and Technical Team.
- Monitor the sales deployment plan and suggest appropriate changes.
- Develop a business plan and sales & marketing strategy (short and long-term) for targeted markets, products, and

applications to achieve company sales goals and profitability.

- Develop sales, including market penetration. Stay updated on industry trends, competition, and pricing to advise Sales Managers/Directors on resource adjustments.
- Update and track weekly activities on sales CRM against weekly targets.
- Manage daily customer inquiries, questions, issues, and relevant sales documentation.

Job Requirements

Diploma or Degree in Engineering (Mechanical, Industrial, ...) or relevant fields

- At least 5 years of experience in selling Water Valves/ Industrial Valves
- Strong customer network in the Oil & Gas/ Water industries
- Enthusiastic and outgoing personality
- Excellent communication & presentation skills in both verbal and written English.
- Comfortable with individual contributions and direct sales, making cold calls and emails to develop leads, setting meetings with potential prospects, and non-boarding
- Technical aptitude to be able to sell a full product portfolio, preferably in welding.
- Ability to build effective account plans, manage sales opportunities, and effective account management.
- Strong value selling skills with the ability to convert new business.
- Proficient in Microsoft Office programs and CRM systems.
- Strong communication, presentation, time management, and interpersonal skills

Company Description