



PR/158616 | Regional Business Development Executive

Job Information

Recruiter
[JAC Recruitment Malaysia](#)
Job ID

1523286

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

March 25th, 2025 17:00

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

Regional Business Development Executive

Based in Singapore, a rapidly growing company that manufactures and distributes a variety of products under a popular brand. These environmentally friendly products include lubricants, disinfectant cleaners, contact cleaners, biodegradable degreasers, and more.

Their products are widely used by household consumers and businesses in sectors such as oil & gas, marine, defense, automotive, airlines, and manufacturing.

JOB RESPONSIBILITIES:

- **Drive Sales Growth:** Achieve sales and profit targets in designated territories, industries, and channels.
- **Develop Distributors:** Identify and establish new distributors in assigned regions.
- **Relationship Management:** Build and maintain strong relationships with distributors, direct customers, purchasers, and end-users.
- **Training:** Provide sales and product training to distributors and end-users.
- **Marketing Collaboration:** Work with key customers/distributors to plan and implement marketing strategies and promotional programs.

JOB REQUIREMENTS:

- **Sales Focus:** Highly motivated individual with a strong drive to increase sales and achieve targets. Experience: Essential sales experience, preferably in chemical product sales and regional sales functions in Southeast Asia. Experience in marine, oil & gas, industrial sectors, and distributor management is advantageous.
- **Willingness to Travel:** Open to traveling as required for the role.

Location of work: Work from Home.

Click Apply Now to apply for this role.

Thank you!

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Company Description