



## PR/094824 | Broadcast Sales Manager

### Job Information

**Recruiter**

JAC Recruitment Singapore

**Job ID**

1523572

**Industry**

IT Consulting

**Job Type**

Permanent Full-time

**Location**

Singapore

**Salary**

Negotiable, based on experience

**Refreshed**

March 25th, 2025 19:00

### 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

Our client is Asia's leading system integrator specializing in **Broadcast, Cloud, and Professional Audio Visual (AV) services** and is looking for a Senior Broadcast Sales Engineer in the AV industry to grow the business together.

**Responsibilities:**

- Formulate and implement effective sales strategies to achieve and exceed revenue targets.
- Foster and maintain strong relationships with key clients and suppliers.
- Identify and pursue new business opportunities, building a robust sales pipeline through strategic outreach and networking.
- Conduct market and competitive analysis to understand trends and identify growth opportunities in broadcast sales.
- Create and deliver compelling sales proposals, including customized pricing and package offerings to meet clients' needs.
- Negotiate terms and rates with clients and suppliers, ensuring profitability while maintaining positive relationships.
- Monitor and report on sales activities and progress against targets; provide regular updates and forecasts to senior management.
- Manage contract negotiations and ensure the timely delivery of goods and services to clients.

**Qualifications:**

- Over 10 years of experience in broadcast engineering sales in Singapore.
- Proven ability to consistently meet or exceed sales targets in the broadcast industry.
- Experience with both traditional and digital advertising platforms is advantageous.
- Excellent presentation, negotiation, and communication skills.
- In-depth knowledge of legacy broadcast technology, Cloud, IP, and streaming media technologies.
- Ability to establish and maintain lasting client relationships.
- Strong organizational and time-management skills.
- Proficient in Microsoft Office Suite (Excel, PowerPoint, Word), AutoCAD, and Visio.
- Self-driven, with the ability to work independently and as part of a team.
- Highly goal-oriented with a strong drive to succeed.
- Detail-oriented and focused on results.

Salary is negotiable as long as you are the right person.

JAC Recruitment Pte. Ltd.  
EA Licence Number: 90C3026  
Personnel Registration Number: R22108662

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#countrysingapore

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Company Description