



## PR/094607 | Sales Specialist, Industrial Instruments (Oil & Gas, Maritime focus)

### 募集職種

#### 人材紹介会社

ジェイエイシーリクルートメントシンガポール

#### 求人ID

1512670

#### 業種

その他（メーカー）

#### 雇用形態

正社員

#### 勤務地

シンガポール

#### 給与

経験考慮の上、応相談

#### 更新日

2025年01月22日 17:00

### 応募必要条件

#### 職務経験

3年以上

#### キャリアレベル

中途経験者レベル

#### 英語レベル

ビジネス会話レベル

#### 日本語レベル

ビジネス会話レベル

#### 最終学歴

短大卒：準学士号

#### 現在のビザ

日本での就労許可は必要ありません

### 募集要項

Senior Sales Specialist-Oil & Gas **Location:** Singapore

**Reports to:** Sales Manager

#### Primary Purpose

Responsible for driving sales activities for Industrial testing equipment products and solutions. As the primary point of contact for end-customers and dealers, the focus is on building and managing relationships within the Marine, Oil & Gas, and Power Generation sectors.

#### Key Responsibilities

- Implement sales strategies for Industrial testing products, handle customer inquiries, conduct product demonstrations, and provide technical consultations.
- Manage the complete sales process, including negotiation, presentation, and account management.
- Collect and analyze market data and present performance metrics in detailed sales reports.
- Maintain high service standards and represent the company at industry events.
- Negotiate contracts and deals to secure new business and meet revenue targets.
- Collaborate with internal teams to enhance customer satisfaction and ensure successful project delivery.
- Support team goals and be open to occasional overseas travel for business activities.

#### Core Competencies

- Diploma in Engineering or a Business-related discipline.
- Experience in domestic sales with 5+ years.

- Previous experience in selling industrial instrumentation is preferred.
- Work autonomously and effectively within a team.
- Proficient in MS Office and preferably knowledgeable in SalesForce.
- Excellent verbal and written communication in English.

**Interested applicants please send your English resume to:**

**Lisa Hu**

**Email:** lisa.hu@jac-recruitment.com

**EA Licence:** 90C3026 | **EA Personnel No:** R23114940

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会社説明