



PR/094729 | Regional Sales Manager

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

1517823

業種

プラント

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02月25日 08:01

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

Regional Sales Manager

Our client in the lifting and material-handling equipment is looking for a regional sales manager. This role will establish, maintain and grow the customer base for SEA region.

Key Responsibilities

- Meet sales targets by effectively managing and motivating the regional dealer network.
- Generate new sales leads and provide services to existing customers within the assigned territory.

- Set sales forecasts for customers in SEA region.
- Maintain and enhance positive relationships with the target customer base through regular visits to both existing and new customers.
- Oversee discount levels and work towards improving the company's profit margins.

Key Requirements

- A Bachelor's Degree in Business, Engineering, Science, or a related field is required.
- At least 8 years of experience in the equipment and/or aerial industry.
- Capable of providing informed insights on the market and strategies to achieve objectives.
- Proficient in understanding and managing the operational aspects of the used equipment business.
- Strong interpersonal skills to build, nurture, and maintain relationships within the market, including with our current sales/dealer network and new legacy customers.
- Willingness to travel regionally.

Interested applicant, please click [APPLY NOW](#)

Do note that we will only be in touch if your application is shortlisted.

Jennifer Maria Hardicar
JAC Recruitment Pte Ltd
EA License Number: 90C3026
EA Personnel: R1987984

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会社説明