



PR/158581 | Business Development 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マレーシア

求人ID

1521585

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03月25日 02:00

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

A fast-growing chemicals company based in Singapore who manufacture and distribute a wide range of products, including all-in-one lubricants, disinfectant cleaners, contact cleaners, biodegradable degreasers etc., is looking for Business Development Manager to develop new distributors in SEA regions.

Job Responsibilities

- Responsible for driving strong sales growth to achieve sales and profit targets in assigned territories, industries and channels
- Develop new distributors in assigned territories
- Build and maintain strong relationship with distributors, direct customers, purchasers and end users
- Provide sales & product trainings to distributors and end-users

- Work closely with key customers/distributors to plan, implement marketing strategies and promotional programs in line with company's direction
- Recommend appropriate pricing strategies for all product lines
- Gather and analyze market and competitors' information

Job Requirements

- Highly sales-focused individual who is extremely self-motivated and keen to make increasing sales and be rewarded for success
- Experience in sales is a must. Experience in chemical product sales with regional sales function in South East Asia is strongly preferred
- Previous sales experience in marine, oil & gas, industrial sectors, distributor management would be advantageous
- Excellent selling, negotiation and relationship building skills
- You MUST believe that SALES is a NUMBERS game, and achieving targets is the primary objective
- All education backgrounds considered
- Willing to travel

Job highlights:

- Positive work culture
- Dynamic and growing company
- Home based
- Attractive commission

Apply online or feel free to contact me directly for more information about this opportunity. Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

会社説明