



## PR/094541 | [Industrial Valves] Sales Manager

### 募集職種

### 人材紹介会社

JAC Recruitment Vietnam Co., Ltd

### 求人ID

1521706

### 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 01:00

### 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

#### Company and Job Overview

We are supporting our client, a well-known brand providing high-quality industrial valves. This position is for Filipinos based in the Philippines.

#### Job Responsibilities

- Regularly visit customers and project sites to introduce the company to new clients and increase exposure.
- Actively search, qualify, and develop new customer relationships.
- Responsible for growing, managing, and monitoring day-to-day relationships and communications with existing clients.
- Monitor and provide feedback on key customer project progress to enhance local success.
- Manage the entire sales cycle, from lead generation to preparing proposals and participating in negotiations with clients.
- Promote, support, and adhere to all safety, environmental and quality-related policies and procedures.
- Lead market development efforts, educating customers on the advantages of product and service ranges.
- Interpret customer needs and work with the technical team to propose appropriate product solutions. You are to prepare for and deliver compelling technical presentations to consultants and owners with our Engineering and Technical Team.
- Monitor the sales deployment plan and suggest appropriate changes.
- Develop a business plan and sales & marketing strategy (short and long-term) for targeted markets, products, and

applications to achieve company sales goals and profitability.

- Develop sales, including market penetration. Stay updated on industry trends, competition, and pricing to advise Sales Managers/Directors on resource adjustments.
- Update and track weekly activities on sales CRM against weekly targets.
- Manage daily customer inquiries, questions, issues, and relevant sales documentation.

#### **Job Requirements**

Diploma or Degree in Engineering (Mechanical, Industrial, ...) or relevant fields

- At least 5 years of experience in selling Water Valves/ Industrial Valves
- Strong customer network in the Oil & Gas/ Water industries
- Enthusiastic and outgoing personality
- Excellent communication & presentation skills in both verbal and written English.
- Comfortable with individual contributions and direct sales, making cold calls and emails to develop leads, setting meetings with potential prospects, and non-boarding
- Technical aptitude to be able to sell a full product portfolio, preferably in welding.
- Ability to build effective account plans, manage sales opportunities, and effective account management.
- Strong value selling skills with the ability to convert new business.
- Proficient in Microsoft Office programs and CRM systems.
- Strong communication, presentation, time management, and interpersonal skills

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会社説明