



## PR/158616 | Regional Business Development Executive

### 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

1523286

#### 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02月25日 10:27

### 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 Business Development Executive

Based in Singapore, a rapidly growing company that manufactures and distributes a variety of products under a popular brand. These environmentally friendly products include lubricants, disinfectant cleaners, contact cleaners, biodegradable degreasers, and more.

Their products are widely used by household consumers and businesses in sectors such as oil & gas, marine, defense, automotive, airlines, and manufacturing.

#### JOB RESPONSIBILITIES:

- **Drive Sales Growth:** Achieve sales and profit targets in designated territories, industries, and channels.
- **Develop Distributors:** Identify and establish new distributors in assigned regions.
- **Relationship Management:** Build and maintain strong relationships with distributors, direct customers, purchasers, and end-users.
- **Training:** Provide sales and product training to distributors and end-users.
- **Marketing Collaboration:** Work with key customers/distributors to plan and implement marketing strategies and promotional programs.

**JOB REQUIREMENTS:**

- **Sales Focus:** Highly motivated individual with a strong drive to increase sales and achieve targets. Experience: Essential sales experience, preferably in chemical product sales and regional sales functions in Southeast Asia. Experience in marine, oil & gas, industrial sectors, and distributor management is advantageous.
- **Willingness to Travel:** Open to traveling as required for the role.

**Location of work:** Work from Home.

Click Apply Now to apply for this role.

Thank you!

#LI-JACMY

#countrymalaysia

---

会社説明