

Junior Sales Executive (Global Focus)

About the Role

Are you a highly driven individual ready to launch or pivot your career in a role that offers significant international exposure and opportunities? We are seeking a tenacious and competitive Junior Sales Executive to join our expanding team. This is a unique opportunity that offers extensive **international business travel to Asia, Europe, and the US** and provides comprehensive training to develop you into a world-class sales professional.

If you are a resourceful communicator **fluent in both English and Mandarin**, with a hunger for a challenging yet rewarding sales career, we encourage you to apply — regardless of prior sales experience.

What You'll Be Doing (Key Responsibilities)

Global Business Development & Client Partnership

- **International Travel:** Travel frequently to international locations across **Asia, Europe, US, and beyond** to meet clients
- **Business Development:** Identify potential new customers through research and outreach, while also supporting the growth of existing client accounts
- **Collaboration With Overseas Teams:** Work closely with our factory teams overseas to help develop and customise product solutions based on customer requirements.
- **Sales Process Coordination:** Guide customers through the sales process from sample requests and pricing discussions to production follow-up and delivery, together with support from our internal coordinators.

Market Insight & Administration

- **Market Awareness:** Stay informed about market trends and competitor activities to help the team identify new opportunities.
- **Reporting & Planning:** Update sales records, track customer forecasts, and prepare reports that help guide planning and decision making.
- **Payment Monitoring:** Follow up on customer payments and assist with related administrative tasks in a timely and organised manner.

Mandatory Training & Compensation Highlights

Feature	Details
Initial Immersion	Successful candidates will undergo a mandatory two-week, all-expenses-paid intensive product and sales training program at our facility in China (including meals and accommodation).
Post-Probation Technical Training	After a successful 3-month probation, further technical development will include at least two weeks of training at our China plant.
Remuneration (Probation)	Basic Salary: SGD 2,600 – 2,800 per month.
Post-Probation Compensation	Basic Salary + Overseas Allowance (location-dependent) + Performance-based incentives.
Reimbursable Allowances	After completing probation, you will receive additional allowances for transport/vehicle maintenance ,

and phone usage to support your travel and duties.

Required Qualifications

- **Language Proficiency:** Essential proficiency in both English and Mandarin is required to effectively communicate with our supporting teams based in China and a significant portion of our global clientele
- **Education:** Minimum GCE O-Level or higher
- **Technical Aptitude:** Possess knowledge of electronics/electrical concepts to effectively discuss technical requirements with clients and our factory teams.
- **Mobility:** Willingness and ability to travel internationally frequently is a core requirement of this role
- **Driving:** Must hold a valid Class 3/2B driving license. (For local site visits/client meetings.)
- **Eligibility:** Must be a Singapore Citizen and PR