

Sales Executive – LED Lighting Division

Supreme Components International (SCI) is a world-wide distributor of high-tech Electronic Components and LEDs. Our mission is to elevate our 1400+ partners' sales and product performance by connecting our reputable franchised network of 40+ high-tech electronic component and LED suppliers to proactively design and provide cutting-edge, cost-effective, value added services and solutions.

SCI has demonstrated exemplary financial and governance track records, receiving the "award of the awards" from the Government of Singapore including the e50 awards – four years in a row – and the Singapore 1000 awards, now five times in a row.

We are notably ranked as one of the **fastest growing cash-rich firms in Singapore**.

IMPORTANT PRE-REQUISITES:

- **Must be able to work the standard 45 hour work week per MOM guidelines, excluding Saturdays.**
- **The salary expectation is SGD \$3200/month.**
- **This office is located in Eunos (East Coast) so commuting should be accounted for.**
- **Very strong written and verbal English communication skills.**

Role Overview

The **Sales Executive within LED Lighting** is accountable for all monthly and annual sales targets within their designated country territory. The Sales Executive will partner with LED lighting manufacturers, designers, and/or purchasing managers to solve their respective LED component sourcing challenges and fulfill their technical and commercial needs. Coupling their commercial skillset with their sound engineering technical acumen, the Sales Executive will be heavily responsible for winning numerous technical LED designs using SCI's franchises and ensuring that the designs are mass produced and impact the bottom line.

This position requires someone who is interested in building a sales career in a high performance organization.

Key Responsibilities

- Exceed revenue goals through new prospect attrition and existing customer engagement and retention.
- Manage the complete sales process leveraging different virtual and face-to-face selling techniques.
- Research, identify, and qualify high-potential prospects by assessing the challenges and needs of the customer.
- Drive increased revenue from current accounts by penetrating into uncovered problem areas.
- Partner with internal peers cross-functionally (sales, logistics, finance, and senior management) to prospect, build new business, and ensure that the products have been shipped.
- Partner with franchised manufacturers (or distributors) to negotiate better product pricing and lead times.
- Partner with franchised manufacturers to select the best product meets the customer's needs (tier II).
- Provide monthly and quarterly performance status reports to senior management about key accounts within their territory.
- Provide monthly design status reports to senior management and respective LED partners.
- Constantly upgrade LED lighting technical knowledge to improve selling technique.

Qualifications

- Bachelor's degree in engineering required
- Possess a minimum of 3+ years of inside or outside sales experience in a consultative, B2B environment
- Excellent command of the written and verbal English language
- Fluent written and verbal communicator in either Thai, Korean, Japanese, Tamil, Hindi, or Bahasa.
- Knowledge of the LED and Electronics Components and/or supply chain industry preferred
- Experience managing complex tasks and managing multiple projects simultaneously
- Excellent attention to detail
- Thrives in the a high-pressured fast-paced, team-oriented environment
- Ability to work independently on strategic issues with client; capable of managing fairly complex projects

Compensation and Benefits Package

- Competitive base salary plus uncapped monthly commission potential
- Annual bonus to reward and recognize top sales performers
- Full benefit package including medical, dental, and two-weeks paid time off (PTO)