

Sales Executive – Electronic Components 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 Electronic Components** is accountable for all monthly and annual sales targets within their designated country territory. The Sales Executive will partner with SCI's franchised manufacturers (among others) to procure and sell high-tech electronic components to OEMs, CEMs, and resellers at the right price, volume, and within the specific lead times.

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 customer's challenges and needs.
- 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.
- Provide monthly and quarterly performance status reports to senior management about key accounts within their territory.

Qualifications

- Diploma degree required. Electronics or Microelectronics Engineering degree preferred.
- A background in purchasing or sourcing high-tech electronic components is highly preferred.
- 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, Mandarin, Hindi, and/or Bahasa.
- Knowledge of the Electronics Components and/or supply chain industry preferred.
- Excellent attention to detail.
- Thrives in 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)