



## Royal Ocean Marine Enterprise Pte Ltd

No 7, Keppel Road,  
PSA Tanjong Pagar Complex,  
#03-05, Singapore 089053  
Tel: +65-6423-9539 /6223-2685

### Royal Ocean Marine Enterprise Pte Ltd

Royal Ocean Marine Enterprise Pte Ltd is a Marine, Shipping and Marketing Consultants with strong support from Middle East / Indonesia companies. Our core business is to market our marine / shipping services and products to the Shipping and Marine communities. We have now ventured into recruitment agencies specializing in job recruitment / job placement in the marine / shipping communities. Our clients including major shipping companies, agencies, shipbrokers, oil traders, offshore industries and oil refineries.

#### **Our client a Global Marine Engineering Firm is looking for**

##### **1) Assistant Sales Manager**

#### **Description of the role:**

Key player responsible for service sales and marketing of Company's products to specified segments, customer relations and sales support activities. Responsibilities include:

- Group leader responsibility for concerned function (information meetings for personnel, PDP, training and resources etc).
- Prepare and implement marketing and sales strategies.

#### **Key tasks:**

- Service Sales Management
  - To establish and maintain allocated key accounts and customer relationships.
  - To develop existing and new customers.
  - To prepare, negotiate and conclude orders.
  - To work with operations and service department to ensure order fulfillment and customer satisfaction.
- Service Sales Support
  - To develop knowledge of market and competitors (such as market size, market share, etc).
  - To prepare annual budgets, monthly reports and sales forecasts.
- Customer relations
  - To maintain customer relationships and establish new ones.
  - To follow up on customers' requirement and customers' feedback.
  - To manage the Credit Term and collection of receivables.



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### Requirements:

#### Education

- Diploma / Degree in Mechanical / Electrical / Marine Engineering or equivalent.

#### Knowledge/Experience

- Minimum 4 – 5 years Marine / Offshore working experience.
- Knowledge of deck machinery / Winch / Crane /Hydraulic Knowledge.
- Proven sales record.

Candidate please send in your resume with photo either in words or PDF format to [admin@royaloccean.com.sg](mailto:admin@royaloccean.com.sg) indicating the position applied or call 64239539 for more information.

For more marine job openings, kindly refer to our website at [www.royalocceanmarine.com](http://www.royalocceanmarine.com) .