

Recruitment information of EPTEK TOOLING GROUP PTE. LTD.

Position: Sales Manager

Location: Singapore

Company: EPTEK Tooling Group PTE. LTD.

About Us:

Founded in 2017, EPTEK Shanghai is a leading manufacturer of tooling materials, such as epoxy resins, epoxy/polyurethane tooling boards, rigid polyurethane foam, industrial clay, rapid prototyping resins and more. Recently, EPTEK has expanded its business into 5-axis CNC machines, plug/mold and buoyancy materials. Our main customer base spans the automotive, wind energy, yacht, offshore, and aerospace industries. EPTEK is ISO 9001, ISO 14001, and ISO 45001 certified by TUV, and recognized as a High-tech Enterprise, Specialized and Sophisticated Enterprises, Little Giants in Shanghai.

Our products are sold in China, India, Thailand, and Mexico recently.

Eager to enlarge our international business, we have embarked on our Second Undertaking in Singapore with establishment of EPTEK Tooling Group PTE. LTD.

Key Responsibilities:

- Develop and implement effective sales strategies to drive business growth in tooling.
- Set up and lead South-east Asia sales team;
- Build and maintain strong relationships with distributors and key accounts to achieve sales and profit targets.
- Demonstrate an entrepreneurial spirit and take responsibility for the entire project lifecycle, ensuring successful outcomes.
- Potential to become a strategic partner in our growth journey.

Qualifications:

- Bachelor's degree in Business, Marketing, Engineering, or a related field.
- Minimum of 5 years of sales experience in automotive or composite industry.
- Proven track record of achieving sales targets and driving business growth.
- Excellent communication, negotiation, and interpersonal skills.
- Strong leadership and team management abilities.
- Ability to work independently and as part of a team.

- Proficiency in MS Office.
- Proficiency in English and an additional language such as Bahasa, Hindi, Japanese, Mandarin, or Thai.

What We Offer:

- Competitive salary and benefits package.
- A dynamic and supportive work environment.
- Career growth and development opportunities.
- Potential for partnership and long-term collaboration.

How to Apply:

Interested candidates are invited to send their resume and cover letter to IAMYGQ@HOTMAIL.COM with the subject line "**Sales Manager Application - [Your Name]**".

Website: www.eptek.cn

Position: Sales Engineer

Location: Singapore

Company: EPTEK Tooling Group PTE. LTD.

About Us:

Founded in 2017, EPTEK Shanghai is a leading manufacturer of tooling materials, such as epoxy resins, epoxy/polyurethane tooling boards, rigid polyurethane foam, industrial clay, rapid prototyping resins and more. Recently, EPTEK has expanded its business into 5-axis CNC machines, plug/mold and buoyancy materials. Our main customer base spans the automotive, wind energy, yacht, offshore, and aerospace industries. EPTEK is ISO 9001, ISO 14001, and ISO 45001 certified by TUV, and recognized as a High-tech Enterprise, Specialized and Sophisticated Enterprises, Little Giants in Shanghai.

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Key Responsibilities:

- Gain new customers and provide product and service to clients in the automotive, wind energy, offshore or yacht sectors.

- Assist the Sales Manager in developing and executing sales strategies.
- Conduct product presentations and demonstrations.
- Identify customer needs and recommend appropriate solutions.
- Prepare and deliver technical proposals and quotations.

Qualifications:

- Bachelor's degree in Engineering, Materials Science, or a related field.
- Minimum of 1 year of sales or technical support experience in the automotive or composite industry.
- Excellent communication and presentation skills.
- Ability to understand and address customer requirements.
- Proficiency in English and an additional language such as Bahasa, Hindi, Japanese, Mandarin, or Thai.
- Self-motivated and able to work independently.

What We Offer:

- Competitive salary and benefits package.
- A dynamic and supportive work environment.
- Career growth and development opportunities.

How to Apply:

Interested candidates are invited to send their resume and cover letter to IAMYGQ@HOTMAIL.COM with the subject line "**Sales Engineer Application - [Your Name]**".

Website: www.eptek.cn