



## Job Descriptions

Job Title	Assistant Sales Manager - Refurbishment Projects
Company	Saint-Gobain (Singapore) Pte Ltd
Location	2 Venture Drive, #13-18, Vision Exchange, Singapore 608526

### Position Summary

We are looking for an Assistant Sales Manager (Refurbishment Projects) to join the Saint-Gobain Singapore team. The successful candidate will be responsible for identifying, developing, and securing refurbishment and renovation projects. This role involves generating new business opportunities, managing client relationships, preparing proposals and presentations focusing on construction materials: waterproofing, concrete repair and flooring, and coordinating with internal teams to ensure successful material delivery and project completion.

The position demands a strong sales skills, technical understanding of construction materials for refurbishment projects, and the ability to penetrate projects and achieve sales targets.

### Key Responsibilities

#### Sales & Business Development

- Identify and develop business opportunities in refurbishment and renovation projects.
- Promote company construction chemical solutions such as waterproofing, flooring and concrete repair systems.
- Prepare product proposals and conduct sales presentations to clients.
- Prepare quotations, negotiate pricing and close sales deals.
- Achieve monthly and annual sales targets.

#### Client Relationship Management

- Build and maintain strong relationships with various stakeholders including Contractors, Developers, Architects, ID and Managing Agents.
- Provide technical product advice and recommendations based on project requirements.
- Follow up on project timeline to ensure timely supply of materials.
- Handle customer inquiries, site issues and after-sales service coordination.

#### Project Tracking and Market Intelligence

- Monitor refurbishment project pipelines and tender opportunities.
- Provide regular sales forecasts and reports to management.



### Coordination and Operations

- Coordinate with technical teams for product proposals, specifications, submittals and approvals.
- Aware of project area and schedule for material forecast to ensure delivery.

## Requirements & Qualifications

Diploma or Degree in Business, Building Construction or related field.

3-5 years of sales experience in construction industry.

Strong knowledge and network of refurbishment market preferred.

Good understanding of project-based sales cycle.

Excellent communication, negotiation, and presentation skills.

Team player, self-motivation, and result driven.

Ability to read construction drawings is preferred.

**Please send your CV and cover letter to [SG.Careers@Saint-Gobain.com](mailto:SG.Careers@Saint-Gobain.com) with the subject line “[Job Title] Application - [Your Name]” by 25 May 2026.**

**All information will be kept strictly confidential. We regret that only shortlisted candidates will be notified.**