



Job Descriptions

Job Title Business Development Executive (Sales)
Company Saint-Gobain (Singapore) Pte Ltd
Location 2 Venture Drive, #13-18, Vision Exchange, Singapore 608526

Position Summary

We are looking for a Sales Business Development Executive to join the Saint-Gobain Singapore team. This role requires to drive sales growth within the interior design (ID) segment by building strong relationships with MCST, interior designers, architects and project stakeholders. This role focuses on product specification, project tracking and converting opportunities into sales.

Key Responsibilities

Business Development

Identify and develop new and existing business opportunities within MCST, interior designers and architectural firms.

Build and maintain relationships with MCST, interior designers, and project stakeholders.

Actively promote company products and solutions to the ID segment.

Specifications & Project Management

Secure product specifications in project designs and tender documents.

Track project pipelines from concept stage through completion.

Work closely with MCST, designers and project stakeholders to ensure products are specified, submitted and approved.

Sales Execution

Achieve sales targets and KPIs for the assigned segment.

Prepare quotations, proposals, and tender submissions.

Negotiate contracts and close sales deals.

Client Engagement

Conduct product presentations, training sessions for designers and project stakeholders.

Maintain regular contact with MCST, designers, and project stakeholders.

Provide technical advice and product recommendations.

Handle client inquiries and provide after-sales support.

Market Intelligence

Monitor industry trends, competitor activities, pricing movements and market developments.

Provide feedback to management on customer needs and product improvements.

Requirements & Qualifications

Diploma or Degree in Interior Design, Architecture, Business, or related field.

3 - 5 years of experience in sales, preferably in interior design, building materials, or construction-related industries.

Strong network within the interior design/architectural and construction community is an advantage.

Good communication, presentation, and negotiation skills.

Ability to read drawings and understand project specifications.

Self-motivated, results-driven, and able to work independently and as part of a team.

Positive attitude with initiative and accountability.

Proactive, willing to learn, and able to work in a fast-paced environment.

Please send your CV and cover letter to 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.