



JAC Recruitment

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Singapore



## PR/095239 | Business Development Manager (Surveillance / CCTV Solutions)

### Job Information

**Recruiter**[JAC Recruitment Singapore](#)**Job ID**

1540555

**Industry**

IT Consulting

**Job Type**

Permanent Full-time

**Location**

Singapore

**Salary**

Negotiable, based on experience

**Refreshed**

May 20th, 2025 12:19

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Business Level

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

**Job Summary:**

My client is a Global IT System firm and they are seeking an experienced Senior / Business Development Manager to drive growth and expansion of their Surveillance and CCTV solutions business. The successful candidate will be responsible for identifying new business opportunities, building strategic partnerships, and developing sales strategies to increase revenue and market share.

**Key Responsibilities:**

1. Business Development: Identify and pursue new business opportunities in the surveillance and CCTV solutions market.
2. Sales Strategy: Develop and execute sales strategies to drive revenue growth and increase market share.
3. Partnerships: Build and maintain strategic partnerships with key players in the industry.
4. Customer Relationships: Develop and maintain strong relationships with existing and potential customers.

5. Market Analysis: Conduct market research and analysis to stay up-to-date on industry trends and competitor activity.

6. Product Knowledge: Develop and maintain in-depth knowledge of surveillance and CCTV solutions products and technologies.

**Requirements:**

1. Experience: 7+ years of experience in business development, sales, or a related field, with a focus on surveillance and CCTV solutions.

2. Education: Bachelor's degree in Business, Marketing, or a related field.

3. Skills: Strong business development, sales, and marketing skills, with excellent communication and interpersonal skills.

4. Industry Knowledge: Strong knowledge of the surveillance and CCTV solutions industry, including products, technologies, and market trends.

5. Proficient in Mandarin due to the need to speak to and engage with external customers and stakeholders.

**Nice to Have:**

1. Technical Knowledge: Familiarity with surveillance and CCTV solutions technologies, including IP cameras, NVRs, and video analytics.

2. Certifications: Relevant certifications, such as those offered by surveillance and CCTV solutions manufacturers.

3. Industry Connections: Established relationships with key players in the surveillance and CCTV solutions industry.

**What We Offer:**

1. Competitive Salary: A competitive salary package, including bonuses and benefits.

2. Career Growth: Opportunities for career growth and professional development in a fast-paced and dynamic environment.

3. Collaborative Culture: A collaborative and supportive culture that values teamwork, innovation, and creativity.

**Raymond Ler (R1876114)**

**JAC Recruitment Pte. Ltd. (90C3026)**

**#LI-JACSG**

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Company Description