

**PR/095295 | Business Development Manager (HVAC Engineering - ASEAN Region)****Job Information****Recruiter**[JAC Recruitment Singapore](#)**Job ID**

1543935

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Refreshed

June 10th, 2025 10:35

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 Title:** Business Development Manager (HVAC Engineering – ASEAN Region) **Location:** Singapore

Your New Company: A leading multinational engineering firm with a strong presence across Southeast Asia is seeking a Business Development Manager to support its regional expansion. The company specializes in HVAC systems, cleanroom technology, and process facility solutions, serving high-tech industries such as semiconductors, pharmaceuticals, food & beverage, and data centres.

Your New Role: As a Business Development Manager, you will play a key role in driving growth across the ASEAN region. You will focus on building and managing relationships with non-domestic multinational clients, leading strategic initiatives,

and supporting local sales teams in delivering customized engineering solutions.

Key Responsibilities:

- Develop and execute business development strategies targeting multinational manufacturers in Singapore and the ASEAN region.
- Build and maintain strong relationships with key decision-makers in sectors such as semiconductors, pharmaceuticals, food & beverage, and data centres.
- Manage the full sales cycle, including lead generation, proposal development, contract negotiation, and post-sales support.
- Collaborate with local sales teams across ASEAN countries to prepare quotations, manage client communications, and oversee project execution.
- Conduct market research and competitor analysis to identify new business opportunities and trends.
- Provide regular business updates and strategic reports to regional leadership to ensure alignment with corporate goals.

Qualifications:

- Diploma or Degree in Business, Engineering, or a related field.
- Minimum 5 years of B2B business development experience, preferably in engineering, construction, or industrial equipment sectors.
- Proven experience working with multinational clients in the ASEAN region.
- Basic understanding of HVAC systems, cleanroom environments, or process facilities.
- Fluent in English (business level); additional language skills are a plus.
- Strong interpersonal, negotiation, and problem-solving skills.
- Self-motivated, results-driven, and capable of working independently and across cultures.

Preferred:

- Prior work experience in Singapore and familiarity with local business practices.
- Established network in the semiconductor, pharmaceutical, or food & beverage industries.
- Technical sales experience or an engineering background.
- Proficiency in additional languages such as Mandarin, Vietnamese, or Thai.

Ready to Take the Next Step?

Interested applicants, please click [APPLY NOW](#) or send a copy of your updated CV to Pinru.chen@jac-recruitment.com for a confidential chat.

Do note that we will only be in touch if your application is shortlisted.

#LI-JACSG
#countrysingapore

Company Description