



## PR/095544 | Technical Business Development Manager

### Job Information

**Recruiter**

JAC Recruitment Singapore

**Job ID**

1548840

**Industry**

Civil Engineering and Construction

**Job Type**

Permanent Full-time

**Location**

Singapore

**Salary**

Negotiable, based on experience

**Refreshed**

July 8th, 2025 16:50

### 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

**Our client, a construction company, is looking for a Technical Business Development Manager for the Southeast Asian Market.**

### OVERVIEW

Business Development Manager for the Business Innovation Division is responsible for researching new technologies and evaluating and developing new business opportunities to expand in South-East Asia, originating from Japan or local sources.

### JOB RESPONSIBILITIES

#### Strategy and Planning

- Collaborate, actively support, and implement strategies, plans, and goals for the overall Business Innovation team in

South-East Asia.

- Include related projects from SVVL and spinout companies.
- Provide recommendations on different options and the best paths to launching new businesses.

#### **New Business Initiatives**

- Lead or assist HQ new business initiatives in South-East Asia.
- Evaluate market potential and strategy for launching new businesses.
- Play an active, hands-on role in launching new businesses, including recommending and finding HR, eco-partners, and potential customers.

#### **Local Business Launches**

- Plan the best strategies and approaches to launch assigned local origin new businesses.

#### **Collaboration with Stakeholders**

- Collaborate with internal stakeholders such as Construction-Tech Lab Singapore and Technology Research Institute.
- Identify and support opportunities to commercialize new technologies.
- Work with stakeholders across Asia, Japan, and the US.

#### **Building Relationships**

- Build relationships with key ecosystem players, including government, education, startups, and other businesses and organizations.

#### **Staying Informed**

- Stay abreast of business innovation concepts, such as creating and delivering new customer value with a sustainable business model.
- Keep updated on the latest developments in startups and the construction industry.

#### **Venture Investments**

- Collaborate to evaluate opportunities for venture investments in the region.
- Build and keep updated an investment thesis.

#### **Administrative Rules and Playbook**

- Understand and follow the administrative rules and innovation playbook of the Business Innovation Division.
- Prepare a locally adjusted playbook based on hands-on project experience.

#### **Document Sharing**

- Share documents, outputs, and information using BOX or a similar sharing system with the HQ Business Innovation Division.

#### **JOB RESPONSIBILITIES**

- Proven working experience as a business development manager, sales executive, or a relevant role.
- Proven sales track record.
- Knowledge of corporate innovation.
- Experience managing projects and creating strategies.
- Proficiency in MS Office and CRM software (e.g., Salesforce).
- Proficiency in English.
- Market knowledge.

- Time management and planning skills.
- Communication and negotiation skills.
- 10 years of B2B working experience is an advantage.
- May require overseas business travel.

Knowledge/Skills/Abilities:

- BSc/BA in engineering, computer science, business administration, sales, marketing or relevant field
  - High business acumen and analytical thinking and strategic skills
  - Excellent interpersonal skills and able to build trust and credibility with senior stakeholders
  - Able to work independently and as a team
  - Good time management skills with exceptional attention to detail and ability to manage multiple Tasks/ projects at one time
  - Ability to handle pressure, meet deadlines and work with agility
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- Ideally have an MBA or other business degree
  - Proficiency in English and Japanese business fluency for internal and external communications
  - Good knowledge of MS Office skills and CRM software (e.g. Salesforce)
  - Strong understanding of technical products, software, or engineering solutions.
  - Knowledge of cloud computing, AI, IoT, or other emerging technologies is a plus.

JAC Recruitment Pte. Ltd.

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EA Personnel Registration Number: R25128801

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#countrysingapore

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## Company Description