



PR/095685 | Business Development Manager

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1553295

Industry

Civil Engineering and Construction

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

August 12th, 2025 02:00

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

Company Overview

Our client is an A1 main contractor in the construction industry, highly regarded for its expertise in a diverse range of infrastructure projects, including buildings, bridges, tunnels, airports, and railways. They are renowned for their technical excellence, innovative construction techniques, and commitment to sustainable development. As the company continues to grow and expand, they are now seeking a Business Development Manager to join their team and support their ongoing success.

Key Responsibilities

- Identify and develop new clients and projects within the construction sector in Singapore.
- Foster and maintain strong relationships with existing clients to promote repeat business.
- Conduct market research and analyse industry trends to inform business strategies.
- Plan and execute strategies for acquiring new contracts, including bid preparation and contract negotiations.
- Prepare sales activity reports and manage performance data.
- Coordinate communication and information sharing with internal teams (including headquarters and joint ventures) and external stakeholders.

- Manage customer inquiries and complaints, providing support throughout project delivery and handover.
- Represent the company at industry events, networking functions, and exhibitions for business development and market intelligence gathering.
- Support project progress from a sales perspective as needed.

Key Requirements

- Bachelor's degree in Business Management or a related field (or equivalent qualifications).
- Minimum of 5 years' experience in business development or sales within the construction industry.
- Strong understanding of the Singapore construction market and industry trends.
- Proven ability to secure new projects and negotiate effectively with clients.
- Business-level proficiency in both English and Mandarin; Japanese skills are a plus but not essential.
- Familiarity with marketing or PR is advantageous.
- Experience working within multicultural and multinational teams.
- Ability to collaborate with internal departments such as construction and design, providing post-sales support.
- Self-motivated, proactive, and goal oriented.
- Excellent communication, negotiation, and logical thinking skills.

Apply online or feel free to contact me directly for more information about this opportunity. Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

Aloysius Loh
JAC Recruitment Pte Ltd
EA Personnel: R24121320
EA Personnel Name: LOH CHUAN LIANG ALOYSIUS

#LI-JACSG
#countrysingapore

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Company Description