



PR/096141 | Business Development Executive

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1563221

Industry

Civil Engineering and Construction

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

November 11th, 2025 05:00

General Requirements

Career Level

Mid Career

Minimum English Level

None

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

COMPANY OVERVIEW

Our client specializes in comprehensive landscaping solutions, including landscape design, maintenance, arboriculture, and environmental enhancement services.

JOB RESPONSIBILITIES

- Actively pursue new business opportunities through cold calling, networking, attending industry events, and leveraging digital platforms.
- Build and maintain strong relationships with both existing and prospective clients. Understand their needs to offer tailored landscaping solutions.
- Develop and execute effective sales strategies to penetrate target markets, increase market share, and drive revenue growth. Collaborate with the sales team to align with broader business goals.
- Negotiate contract terms to secure mutually beneficial agreements and establish long-term partnerships.

- Stay informed on industry trends, market dynamics, and competitor activities. Conduct research to identify opportunities for service enhancements and differentiation.
- Work closely with operations, marketing, and finance teams to ensure smooth project execution and strategic alignment.

JOB REQUIREMENTS

- Proven success in business development or sales
- Strong communication, negotiation, and interpersonal skills
- Ability to thrive independently and within a team in a fast-paced environment
- Results-driven with a focus on exceeding sales targets
- Willingness to travel within Singapore

Working Location: Singapore

Wong Yi Lei (R23113652)

JAC Recruitment Pte. Ltd. (90C3026)

#LI-JACSG

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Company Description