



シンガポールの求人なら  
JAC Recruitment Singapore

PR/096382 | Assistant Manager, Business Development

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1568061

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

December 9th, 2025 10:34

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Company and Job Overview

Our client is a global leader in the engineering and manufacturing sector, renowned for delivering innovative and reliable solutions that shape the future of industries. They design, manufacture, and maintain cutting-edge products and systems, including power plants, transportation systems, and industrial machinery. As they continue to drive growth and expansion, they are now seeking an Assistant Manager, Business Development to join their team and contribute to their ongoing success.

Job Responsibilities

- Manage and grow key accounts and strategic partners, ensuring customer satisfaction and retention.
- Develop and execute proposal strategies, tender responses, and pricing coordination.
- Identify and pursue new business opportunities in target markets (Data Centers, Mining, Oil & Gas, etc.).
- Lead market intelligence initiatives to track competitors, trends, and emerging opportunities.
- Build and maintain strong relationships with consultants, distributors, and dealers.
- Ensure consultants are trained on products and technical specifications.
- Oversee BD pipeline tracking, reporting, and progress updates.
- Collaborate with internal teams (Engineering, QA, Procurement) for seamless project execution.
- Lead, coach, and mentor team members, setting clear targets and supporting career development.
- Drive cross-functional collaboration and continuous improvement initiatives.

**Job Requirements**

- Bachelor's degree or Diploma in Engineering, Business, Marketing, or equivalent.
- 5–7 years of experience in B2B technical sales, key account management, or business development.
- Experience in data center, energy, or industrial solutions preferred.
- Proven ability to build and maintain high-value customer relationships.
- Strong leadership, interpersonal, and communication skills.
- Skilled in contract negotiation, proposal development, and opportunity assessment.
- Proficiency in Excel, PowerPoint, CRM tools, and data-driven reporting.
- Ability to manage multiple priorities under tight timelines and travel regionally.
- Fluent in English; additional regional languages are a plus.
- Strong presentation and stakeholder management 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

**Notice:** By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

Privacy Policy Link: <https://www.jac-recruitment.sg/privacy-policy>  
Terms and Conditions Link: <https://www.jac-recruitment.sg/terms-of-use>

---

**Company Description**