



PR/096143 | Business Development Manager

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1570842

Industry

Retail

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

January 13th, 2026 06:00

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

Business Development Manager

Our client, a Singapore-based lifestyle and concierge platform, is hiring for a business development manager. This position demands a deep understanding of Singapore's local F&B and entertainment sectors, along with a strong network of industry contacts.

Job Responsibilities:

- **Merchant Acquisition:** Identify and approach potential merchants, conduct negotiations, and secure partnership agreements.
- **Relationship Management:** Build long-term partnerships, understand merchant needs, and collaborate on marketing initiatives.
- **Market Analysis:** Track industry trends, competitor activities, and consumer behavior to inform business strategy.
- **Cross-Team Coordination:** Work with marketing, operations, and product teams to onboard merchants and plan joint promotions.
- **Performance Goals:** Achieve targets related to merchant signings, campaign launches, and overall sales volume

(GMV).

Job Requirements:

- Bachelor Degree in Business or related fields
- Strong familiarity with Singapore's F&B and entertainment sectors with minimum 5 years of experience
- Excellent communication and negotiation skill.

Interested applicant, please click [APPLY NOW](#)

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

Jennifer Maria Hardicar
JAC Recruitment Pte Ltd
EA License Number: 90C3026
EA Personnel: R1987984

#LI-JACSG
#countrysingapore

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Company Description