



## PR/096470 | Business Development

### Job Information

**Recruiter**

JAC Recruitment Singapore

**Job ID**

1572297

**Industry**

Other (Trade)

**Job Type**

Permanent Full-time

**Location**

Singapore

**Salary**

Negotiable, based on experience

**Refreshed**

May 5th, 2026 16:00

### General Requirements

**Minimum Experience Level**

Over 6 years

**Career Level**

Mid Career

**Minimum English Level**

Native

**Minimum Japanese Level**

None

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

**Job Title:** Business Development

**Location:** Singapore

**Your New Company** Join a global leader in testing, inspection, and certification (TIC) services, specializing in minerals and commodities. The company is committed to delivering reliable solutions and building strong partnerships across the region. This is your opportunity to be part of a dynamic team driving growth in Southeast Asia.

**Your New Role** As a Business Development Executive, you will spearhead efforts to expand the company's footprint in Singapore and the surrounding region. Your role will focus on generating new business opportunities, nurturing client relationships, and ensuring seamless service delivery in collaboration with internal teams.

**Key Responsibilities**

- Identify and develop new business opportunities within the minerals sector.
- Build and maintain strong relationships with existing clients to ensure retention and growth.
- Achieve business targets through strategic acquisition and client engagement.
- Ensure high service standards by proactively addressing operational challenges.
- Conduct visits to key sectors such as power plants, cement factories, mines, and steel plants to explore new opportunities.
- Collaborate with operations teams to ensure smooth execution and reporting.
- Develop cost-effective strategies to deliver value-added services to clients.

**Qualifications**

- Bachelor's degree in Science or Engineering.
- Minimum 5 years of experience in the Testing, Inspection, and Certification (TIC) industry.
- Strong business acumen with proven ability to meet targets.
- Excellent communication and relationship-building skills.
- Ability to work independently and develop strategic solutions.
- Proficient in Mandarin for effective communication with Chinese clients.

Ready to Take the Next Step?

Interested applicants, please click **APPLY NOW**.

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

Chen Pinru  
JAC Recruitment Pte Ltd  
EA License Number: 90C3026  
EA Personnel: R25130085

#LI-JACSG  
#countrysingapore

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Company Description