



## PR/096542 | Senior Business Development Manager, Healthcare Infrastructure (Turnkey Projects)

### Job Information

**Recruiter**

JAC Recruitment Singapore

**Job ID**

1574774

**Industry**

Healthcare, Nursing

**Job Type**

Permanent Full-time

**Location**

Singapore

**Salary**

Negotiable, based on experience

**Refreshed**

April 21st, 2026 15:00

### General Requirements

**Minimum Experience Level**

Over 10 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

**Job Title:** APAC Senior Business Development Manager - Turnkey Projects

**Location:** Singapore or Malaysia

**About:**

Our client is hiring a senior Business Development Manager to lead end-to-end turnkey Operating Room (Total OR) projects across APAC. You will drive consultative sales for Greenfield hospital projects at pre-tender stage, manage project delivery from design to handover, and coordinate multi-country teams and manufacturing partners.

**Key Responsibilities:**

- Own full project lifecycle for high-value Greenfield hospital OR projects (pre-tender opportunity hunting through delivery and acceptance).
- Lead consultative sales: build relationships with healthcare consultants, EPCs and architects; develop TCO/ROI

business cases.

- Manage project delivery: program planning, schedules, milestones, risk mitigation, and coordination across local sales teams, offshore design center and manufacturing partner.
- Oversee 3D design workflows (BIM/CAD) and ensure technical compliance with local regulations.
- Negotiate contracts and tenders; manage commercial risk (LDs, Incoterms, warranties).
- Lead end-to-end project delivery: program planning, schedules, milestones, risk mitigation, supplier coordination and handover.
- Present proposals and risk/ROI analyses to senior hospital stakeholders (C-suite, boards).

**Qualifications:**

- 8+ years in infrastructure, modular construction, medical OR fit-outs or similar.
- Strong end-to-end project management experience delivering large Greenfield projects.
- Proven consultative/turnkey sales experience (pre-tender to contract award).
- Hands-on experience with 3D design workflows (BIM/CAD) and coordinating design teams.
- Able to read and negotiate contracts and tenders; experienced with commercial risk management.
- Strategic, long-term infrastructure mindset and customer-centric problem solving.
- Comfortable presenting to senior stakeholders and managing cross-border teams.
- APAC travel flexibility.

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

Please note, only shortlisted candidates will be contacted.

Peh Yong Sin  
JAC Recruitment Pte Ltd  
EA License Number: 90C3026  
EA Personnel: R2197665

#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