



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

May 5th, 2026 03:00

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
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Company Description