



PR/096781 | Business Development Executive (Commercial Cleaning Market)

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1582415

Industry

Other

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

March 17th, 2026 10:16

General Requirements

Minimum Experience Level

Over 1 year

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 Responsibilities

- Drive end-to-end new business development within the commercial cleaning market, with a primary focus on office buildings, commercial complexes, industrial parks, and other key sectors to achieve assigned sales targets.
- Proactively source, engage, and secure new clients independently through market prospecting and relationship building.
- Conduct on-site client assessments to understand service requirements, propose tailored cleaning solutions, and independently manage quotations, commercial negotiations, and contract closures.
- Represent the company at industry events, exhibitions, and networking sessions to strengthen market presence, expand professional networks, and identify new business opportunities.
- Monitor market trends and competitor activities, including pricing strategies and service positioning, and provide actionable insights to support sales strategy refinement.
- Work closely with tender, operations, and service delivery teams to ensure seamless handover from sales to execution, maintaining high levels of client satisfaction and supporting repeat business.

Requirements

- Minimum 2 years of proven B2B sales experience in Singapore, with hands-on experience in the **cleaning or property/facility management industry**
 - Demonstrated ability to independently develop new clients and consistently achieve sales targets.
 - Strong new business acquisition skills, including cold calling, field prospecting, needs analysis, solution pitching, and high-level commercial negotiation.
 - Established client networks within office buildings, industrial parks, or commercial complexes will be a strong advantage.
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- Highly self-motivated, results-driven, and resilient under pressure, with the ability to thrive in a field-based, target-oriented environment.

Varick Lee
EA Personnel: R2197221
JAC Recruitment Pte Ltd (90C3026)

#LI-JACSG
#countrysingapore

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Company Description