



PR/096782 | Business Development Manager (Commercial Cleaning Market)

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1582416

Industry

Other

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

April 28th, 2026 05:00

General Requirements

Minimum Experience Level

Over 3 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 Responsibilities

- Develop and execute the company's long-term business development strategy for the commercial cleaning market
 - Lead and manage the business development team to identify and secure high-value opportunities
 - Overseeing the full sales cycle from client engagement and solution design to negotiation and contract signing
 - Build and strengthen the company's presence in the market by establishing and maintaining relationships with key clients
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- Drive sales performance by meeting overall revenue targets and improving client renewal and referral rates
 - Conduct market and competitor analysis to track industry trends, policy changes, and competitor strategies, providing input for pricing, service improvement, and strategic decisions.
 - Work closely with bid and operations teams to support tender submissions

Requirements

- 3-5 years of B2B sales and team management experience in the cleaning services or facility management industry.
- Strong understanding of the commercial cleaning market, with existing client networks in office buildings, industrial parks, or large enterprises preferred.

- Strong negotiation, presentation, and proposal skills

- Results-driven, resilient under pressure, comfortable with frequent site visits, and effective in cross-functional collaboration and team leadership.

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

#LI-JACSG
#countrysingapore

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Company Description