



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

May 12th, 2026 13:00

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
-
- 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

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