



PR/097243 | Business Development Executive

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1599694

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

June 26th, 2026 11:50

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

COMPANY OVERVIEW

Our client is a technology company providing workplace and workforce management solutions through cloud-based platforms, helping organisations to improve productivity, streamline operations, and enhance overall business efficiency.

JOB SUMMARY:

This role focuses on generating new opportunities, building client relationships, supporting the end-to-end sales process and to support business growth in the region.

Responsibilities:

- Identify and develop new business opportunities thru calls, messages, networking or referrals
- Build and maintain a strong sales pipeline and track activities
- Build strong client relationships to support long-term partnerships and growth

- Engage with potential clients to understand their needs and recommend suitable solutions
- Work closely with internal teams to ensure smooth delivery of solutions
- Prepare and deliver presentations, proposals, and product demonstrations
- Manage the full sales process from initial contact through to closing
- Meet sales targets and performance metrics
- Stay informed on market trends and industry developments

Requirements:

- Diploma or Degree in Marketing, Business or any related field
- 2 to 5 years of experience in sales, business development or client facing roles
- Demonstrates strong initiative in sales, with a results-driven mindset and a high level of motivation to achieve targets.
- Positive and approachable, with strong communication skills and the ability to collaborate well.
- Highly self-motivated with a strong sense of initiative.

We regret to inform that only shortlisted candidates will be notified.

Sharon Hong (R25128240)

JAC Recruitment Pte. Ltd. (90C3026)
#LI-JACSG

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.

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Company Description