



PR/097263 | Regional Partner Manager, Data-Center Cooling

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1599707

Industry

Other (Consulting and Professional Services)

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

August 21st, 2026 04:00

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

Company Overview: Our client is a regional industrial and infrastructure services provider delivering engineered cooling and facility support solutions across Southeast Asia. They work with commercial and critical-facility customers to deploy and maintain reliable cooling programs, emphasizing operational delivery, partner collaboration and scalable regional execution.

Position: Regional Partner Manager, Data-Center Cooling

Role summary: Manage end-to-end deployment and scaling of managed cooling programs across Southeast Asia with primary focus on data-center customers. Build partner capabilities, implement standardized playbooks and process, lead cross-functional delivery teams, and ensure consistent, reliable and commercially viable service execution.

Key Responsibilities:

- Partnership Development: Identify, evaluate and onboard local partners (installers, M&E contractors, service providers) to enable regional delivery of cooling programs.
- Playbooks & Training: Develop and roll out standard operational playbooks, SOPs and training modules tailored to data-center operations and uptime requirements.
- Program Delivery: Lead program planning and execution—site readiness, engineering coordination, installation, commissioning and customer handover for data-center projects.
- Operations & Lifecycle: Establish maintenance, monitoring and lifecycle management processes to meet SLAs and reliability targets.
- Commercial Enablement: Translate commercial models into executable program scopes; support pricing, VOC input and contract implementation.
- Performance Management: Define program KPIs (uptime, MTTR, SLA compliance, margin), track performance, manage risks and drive continuous improvement.
- Cross-functional Coordination: Liaise with sales, product, engineering and regional operations for customer onboarding, technical scoping and escalation management.
- Governance & Reporting: Maintain program plans, budgets, risk registers and regular status reports to regional leadership.

Reporting & Team:

- Reports to Regional Services/Program Lead.
- Works with regional engineering, operations and partner teams; may supervise local project managers or program leads. Frequent travel across SEA expected.

Key Requirements:

- Bachelor's degree in Engineering, Facilities, Business or related field; advanced degree preferred.
- 8–10 years' experience managing technical service or infrastructure programs regionally, with demonstrable exposure to data-center or critical-facility projects.
- Proven ability to build and manage partner ecosystems and operationalize partner delivery models across multiple countries.
- Strong program management skills: planning, risk management, budgeting, procurement coordination and stakeholder engagement.
- Commercial awareness of service and contract models and experience supporting pricing and scope delivery.
- Excellent communication and multicultural stakeholder management skills; willingness to travel within SEA.

Preferred:

- Hands-on familiarity with data-center cooling systems, chiller plants, CRAH/CRAC units, thermal management and monitoring platforms.
- Experience with SLA management, digital monitoring tools and lifecycle service models.

Performance Indicators:

- On-time, on-budget delivery and successful customer handovers.
- SLA/uptime performance, MTTR and reduction in operational incidents.
- Partner onboarding speed and partner delivery quality metrics.
- Program margin and adherence to commercial targets.
- Adoption of standardized playbooks and process compliance.

What Will Make You Competitive:

- Proven track record delivering data-center or critical-facility cooling programs regionally.
- Strong program management discipline, commercial pragmatism and partner management capability.
- Technical familiarity with cooling infrastructure and monitoring tools.

How to Apply: Apply online or contact me for further information. Only shortlisted candidates will be notified due to application volume; thank you for your understanding.

Adrian Leong JAC Recruitment Pte Ltd EA Personnel: R26160017

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