



## PR/097288 | Business Development Consultant (ERP Solutions)

### Job Information

**Recruiter**

JAC Recruitment Singapore

**Job ID**

1599718

**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**

Fluent

**Minimum Japanese Level**

None

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

#### COMPANY OVERVIEW

My client is a well-established enterprise software solutions provider in the market. As part of an international group, the company continues to expand its business and deliver innovative solutions to organizations across the region.

#### Key Responsibilities

- Prospect and develop new business opportunities through various sales channels and networking activities.
- Build a strong understanding of the company's products and services to effectively communicate their value to prospective clients.
- Engage with customers to understand their business needs and recommend suitable solutions.
- Prepare and present proposals, quotations, and sales presentations to support business development efforts.
- Manage and maintain a healthy sales pipeline, from lead generation through to deal closure.

- Work towards achieving individual and team sales goals while contributing to overall business growth.

**Requirements**

- At least 2 years of experience in sales, business development, or a related customer-facing role.
- Strong communication, presentation, and relationship management skills.
- Ability to engage and influence stakeholders across different levels (including C-suite) within an organization.
- Self-motivated, proactive, and results-oriented with a strong drive to achieve targets.
- Comfortable working in a dynamic and fast-paced environment.

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