



## PR/097179 | Southeast Asia Business Development Manager

### Job Information

**Recruiter**

JAC Recruitment Singapore

**Job ID**

1600424

**Industry**

Electric Power, Gas, Water

**Job Type**

Permanent Full-time

**Location**

Singapore

**Salary**

Negotiable, based on experience

**Refreshed**

June 30th, 2026 17:02

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Native

**Minimum Japanese Level**

Basic

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

#### OVERVIEW

Our client who is doing home and gardening products business is seeking a highly motivated individual to establish and lead our new office in Singapore, focusing on expanding business opportunities across Southeast Asia. This role is pivotal in driving market entry, building strategic partnerships, and ensuring effective communication with headquarters in Japan.

#### JOB RESPONSIBILITIES

- Conduct comprehensive market research to identify trends, opportunities, and competitive landscapes in Southeast Asia.
- Develop and expand relationships with local agents, distributors, and potential partners.
- Represent the company in Singapore as the sole office member, ensuring smooth operations and business development activities.

- Provide regular and detailed reporting to the Japan headquarters on market insights, progress, and business outcomes.
- Support the creation and execution of strategies to strengthen the company's presence in the region.

#### JOB REQUIREMENTS

- Bachelor's degree in Business, Marketing, or related field.
- Proven experience in market development, sales, or business expansion, preferably in Southeast Asia.
- Strong networking and relationship-building skills with local agents and distributors.
- Self-starter with the ability to work independently and manage a one-person office.

#### BENEFITS

- Opportunity to lead market expansion in a dynamic and growing region.
- Autonomy and responsibility in managing the Singapore office.
- Competitive salary and benefits package.
- Exposure to international business operations and collaboration with Japan headquarters.

I regret to inform that only shortlisted candidates will be contacted by JAC consultants, thank you for your understanding.

JAC Recruitment Pte. Ltd.

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EA Personnel Registration Number: R24122374

#LI-JACSG

#countrysingapore

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Company Description