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JAC Recruitment Singapore

PR/097387 | Business Development

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1602986

Industry

Chemical, Raw Materials

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

July 21st, 2026 10:20

General Requirements

Minimum Experience Level

Over 6 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

Our client—a leading multinational in specialty chemicals, advanced materials, life sciences, and industrial solutions—is looking to appoint a Business Development Manager. Reporting to Head of Overseas Operation, this role will mainly focus on plastics, polymers and resin sales in Australia and New Zealand.

Responsibilities:

- Drive sales growth by managing key accounts, developing new customers, and identifying new business opportunities within the plastics, polymers, and resins market.
- Build and maintain strong relationships with customers, suppliers, and industry partners to support long-term business success.
- Develop and execute sales strategies while ensuring activities align with the company's commercial objectives and growth plans.

- Gather and share market intelligence, including industry trends, customer insights, and competitive developments, to support business decision-making.
- Oversee operational aspects of the business, including inventory control, credit management, and participation in strategic growth projects.

Requirements

- Bachelor's degree in Science, Business, Marketing, or a related field.
- Minimum 5 years' experience in plastics, polymers, resins, or related wholesale trading environments.
- Strong stakeholder management, business development, and communication skills.
- Technical, product development, or production background preferred.
- Proficient in Microsoft Office, Salesforce CRM, and familiar with SAP MRP systems.

Interested applicants please click [APPLY NOW](#)

Do note that we will only be in touch if your application is shortlisted.

Jennifer Maria Hardicar
JAC Recruitment Pte Ltd
EA License Number: 90C3026
EA Personnel: R1987984

#LI-JACSG
#countrysingapore

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Company Description