



PR/097413 | Business Development Manager

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1604810

Industry

Healthcare, Nursing

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

July 28th, 2026 10:26

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

Job Title: Business Development Manager

Location: Singapore

About Us:

The client is an established Contract Research Organization (CRO), specializing in Drug Metabolism and Pharmacokinetics (DMPK) research and drug developability evaluation.

The group supports pharmaceutical and biotech clients with preclinical ADME studies, regulatory filing support, and translational drug development services.

You will own the full business development lifecycle from identifying and engaging pharmaceutical and biotech clients across Singapore and the wider region, to closing contracts and shaping the company's regional go-to-market strategy.

Key Responsibilities:

- Identify, engage, and win new pharmaceutical and biotech clients across Singapore and Southeast Asia
- Own the full sales cycle: lead generation, needs assessment, proposal development, negotiation, and contract close
- Partner closely with the R&D team to ensure service proposals are technically feasible and competitively positioned
- Represent the company at industry conferences, exhibitions, and academic/scientific events to build brand visibility

Qualifications:

- Proven business development track record within the CRO industry
- Working knowledge of DMPK, pharmacokinetics, or preclinical research services
- Existing network or experience developing clients in Singapore or Southeast Asia
- Strong commercial acumen and relationship management skills; comfortable operating autonomously in a market-building role

Interested applicant, please click [APPLY NOW](#)

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

#LI-JACSG

#countrysingapore

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Company Description