



PR/097551 | Sales & Business Development Manager

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1609279

Industry

Other (Consulting and Professional Services)

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

September 8th, 2026 07:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Native

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Key Responsibilities:

Business Development & Sales

- Identify, develop, and secure new business opportunities within government, public and private sector organizations.
- Build and maintain strong relationships with procurement officers, facility managers, project owners, consultants, and key decision-makers.
- Develop and execute strategic sales plans to achieve revenue and profitability targets.
- Conduct presentations, proposal pitches, and solution demonstrations tailored to customer requirements.
- Generate and manage a robust sales pipeline through proactive prospecting, networking, and market intelligence.

Tender & Proposal Management

- Monitor tender portals and procurement opportunities.
- Lead the preparation and submission of tenders, RFPs, RFQs, and proposals.
- Coordinate internally with operations, finance, and technical teams to ensure accurate and competitive submissions.
- Ensure compliance with tender requirements, contractual obligations, and procurement processes.
- Participate in tender clarification meetings, negotiations, and contract finalization.

Account Management

- Manage key accounts and maintain long-term business relationships.
- Identify opportunities for contract renewals, upselling, and cross-selling services.
- Work closely with operations teams to ensure successful project delivery and customer satisfaction.
- Address customer concerns and coordinate timely resolution of service-related issues.

Requirements:

- Minimum 5 years of sales or business development experience.
- Proven experience selling services or solutions to government agencies, municipalities, or public sector organizations.
- Experience managing tenders and procurement processes is highly desirable.
- Background in pest control, facilities management, environmental services, cleaning services, or related industries is an advantage.

Varick Lee
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EA License Number: 90C3026
EA Personnel: R2197221

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#countrysingapore

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Company Description