

PR/097731 | BD Manager (Fund Management)

Job Information

Recruiter
JAC Recruitment Singapore

Job ID
1616040

Industry
Bank, Trust Bank

Job Type
Permanent Full-time

Location
Singapore

Salary
Negotiable, based on experience

Refreshed
November 17th, 2026 07:00

General Requirements

Minimum Experience Level
Over 6 years

Career Level
Mid Career

Minimum English Level
Native Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

POSITION:

The Business Development Manager will play a key role in expanding the client's presence across Singapore, Hong Kong, and Japan. The successful candidate will be responsible for identifying new business opportunities, developing and maintaining relationships with distribution partners, and supporting the firm's strategic growth initiatives. The role requires the candidate to develop deep expertise in private markets, identify emerging trends and client needs, and work closely with the investment and product teams to develop customized solutions for our partners and their clients. The Business Development Manager will report directly to the Chief Revenue Officer.

JOB RESPONSIBILITIES:

- **Develop and maintain a strong pipeline of prospective distribution partners across East Asia, including Japan, Korea, and Taiwan, and Southeast Asia, including Singapore, Hong Kong, Indonesia, Malaysia, and Thailand. Target partners will include, but are not limited to, private banks, brokerage firms, single-family offices, multi-family offices, wealth managers, independent financial consultants and other financial intermediaries serving high-net-worth and institutional investors.**

- **Expand SGP's regional distribution network by identifying, developing, and managing strategic relationships with new and existing partners. Build a deep understanding of each partner's business model, client base, investment objectives, and product needs to identify opportunities where company can add value.**
- **Develop strong domain expertise in private markets, including venture capital, private equity, private credit, and other alternative investments. Monitor market developments, investor preferences, competitor activity, and emerging trends to identify new business and product opportunities.**
- **Work closely with investment research and product teams to translate partner and client needs into customized investment solutions. Provide market feedback that can help shape new products, investment structures, and distribution strategies.**
- **Collaborate with investment research, product, marketing, operations, and compliance teams to prepare investment proposals, presentations, marketing materials, and other partner-facing content that clearly communicates investment capabilities and product offerings.**
- **Support and execute business development and marketing initiatives, including partner meetings, roadshows, investor presentations, webinars, conferences, and other industry events, with the objective of building relationships, generating opportunities, and converting those opportunities into business.**
- **Independently manage day-to-day relationships with assigned distribution partners, coordinating internal resources as necessary to ensure a high standard of responsiveness and service. Handle all partner and client information with appropriate confidentiality, professionalism, and integrity.**
- **Maintain an active pipeline of business opportunities and provide regular reporting on relationship development, prospective mandates, expected revenue, and progress against agreed business development objectives and KPIs.**
- **Conduct all business development activities in accordance with SGP's internal policies and applicable regulatory requirements. Work closely with the compliance team to ensure that marketing, solicitation, communications, and distribution activities are conducted within the appropriate regulatory framework in each relevant jurisdiction.**
- **Work closely with Singapore and Japan teams, as well as other regional colleagues, to achieve revenue targets and strategic objectives and contribute to the continued expansion of private markets business across Asia.**

QUALIFICATIONS & EXPERIENCE

- **Bachelor's degree in finance, economics, business, or a related discipline. Candidates with relevant financial services experience may be considered in lieu of a degree in these fields on a case-by-case basis.**
- **3–5 years of relevant experience in business development, sales, relationship management, product distribution, or a similar client-facing role within financial services. This is not a senior sales or sales management position; we are looking for a motivated candidate who is ready to take greater ownership and grow with the firm.**
- **Demonstrated ability to develop and maintain relationships with financial intermediaries, institutional investors, wealth managers, family offices, private banks, or other distributors of financial products.**
- **Strong interest in private markets and alternative investments, with the intellectual curiosity and analytical ability to develop a deep understanding of investment products, market trends, and client needs. Prior private markets experience is advantageous but not essential.**
- **Commercially minded and able to identify opportunities, understand partner requirements, and work with internal teams to translate those needs into actionable investment and product solutions.**
- **Self-motivated, resourceful, and comfortable taking ownership of projects and relationships with limited supervision. The candidate should be able to operate effectively in a fast-paced, entrepreneurial environment where priorities may evolve quickly.**
- **Strong interpersonal, written, and verbal communication skills, with the ability to communicate investment concepts clearly and confidently to distribution partners and clients. Strong presentation and negotiation skills are also important.**
- **Experience in, or a strong understanding of, Asian wealth management and financial distribution markets is highly desirable. Existing relationships with private banks, family offices, wealth managers, brokers, or other financial intermediaries would be an advantage.**
- **Knowledge of the Japanese financial and wealth management market, together with professional-level written and spoken Japanese and English, would be a significant advantage given presence and growth ambitions in Japan.**
- **Ability and willingness to travel within Asia as required to develop partner relationships, support roadshows,**

attend industry events, and pursue new business opportunities.

- **High standards of professionalism, integrity, discretion, and judgment, particularly whe handling confidential client, partner, and investment information.**
- **Proficiency in Microsoft Office, particularly PowerPoint and Excel. Experience with CRM systems and other business development tools would be advantageous.**
- **Only shortlisted candidates will be contacted.**

EA: JAC Recruitment Pte. Ltd.
EA Licence: 90C3026
EA Personnel: R22109162
EA Personnel Name: Tan Wan Ting

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#countrysingapore

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Company Description