



PR/095544 | Technical Business Development Manager

募集職種

人材紹介会社

ジェイ エイ シー リクルートメント シンガポール

求人ID

1546481

業種

土木

雇用形態

正社員

勤務地

シンガポール

給与

経験考慮の上、応相談

更新日

2025年07月01日 17:42

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

Our client, a construction company, is looking for a **Technical Business Development Manager** for the Southeast Asian Market.

OVERVIEW

Business Development Manager for the Business Innovation Division is responsible for researching new technologies and evaluating and developing new business opportunities to expand in South-East Asia, originating from Japan or local sources.

JOB RESPONSIBILITIES

Strategy and Planning

- Collaborate, actively support, and implement strategies, plans, and goals for the overall Business Innovation team in

South-East Asia.

- Include related projects from SVVL and spinout companies.
- Provide recommendations on different options and the best paths to launching new businesses.

New Business Initiatives

- Lead or assist HQ new business initiatives in South-East Asia.
- Evaluate market potential and strategy for launching new businesses.
- Play an active, hands-on role in launching new businesses, including recommending and finding HR, eco-partners, and potential customers.

Local Business Launches

- Plan the best strategies and approaches to launch assigned local origin new businesses.

Collaboration with Stakeholders

- Collaborate with internal stakeholders such as Construction-Tech Lab Singapore and Technology Research Institute.
- Identify and support opportunities to commercialize new technologies.
- Work with stakeholders across Asia, Japan, and the US.

Building Relationships

- Build relationships with key ecosystem players, including government, education, startups, and other businesses and organizations.

Staying Informed

- Stay abreast of business innovation concepts, such as creating and delivering new customer value with a sustainable business model.
- Keep updated on the latest developments in startups and the construction industry.

Venture Investments

- Collaborate to evaluate opportunities for venture investments in the region.
- Build and keep updated an investment thesis.

Administrative Rules and Playbook

- Understand and follow the administrative rules and innovation playbook of the Business Innovation Division.
- Prepare a locally adjusted playbook based on hands-on project experience.

Document Sharing

- Share documents, outputs, and information using BOX or a similar sharing system with the HQ Business Innovation Division.

JOB RESPONSIBILITIES

- Proven working experience as a business development manager, sales executive, or a relevant role.
- Proven sales track record.
- Knowledge of corporate innovation.
- Experience managing projects and creating strategies.
- Proficiency in MS Office and CRM software (e.g., Salesforce).
- Proficiency in English.
- Market knowledge.

- Time management and planning skills.
- Communication and negotiation skills.
- 10 years of B2B working experience is an advantage.
- May require overseas business travel.

Knowledge/Skills/Abilities:

- BSc/BA in engineering, computer science, business administration, sales, marketing or relevant field
 - High business acumen and analytical thinking and strategic skills
 - Excellent interpersonal skills and able to build trust and credibility with senior stakeholders
 - Able to work independently and as a team
 - Good time management skills with exceptional attention to detail and ability to manage multiple Tasks/ projects at one time
 - Ability to handle pressure, meet deadlines and work with agility
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- Ideally have an MBA or other business degree
 - Proficiency in English and Japanese business fluency for internal and external communications
 - Good knowledge of MS Office skills and CRM software (e.g. Salesforce)
 - Strong understanding of technical products, software, or engineering solutions.
 - Knowledge of cloud computing, AI, IoT, or other emerging technologies is a plus.

JAC Recruitment Pte. Ltd.

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EA Personnel Registration Number: R25128801

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会社説明