



PR/095295 | Business Development Manager (HVAC Engineering - ASEAN Region)

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

1548786

業種

その他（メーカー）

雇用形態

正社員

勤務地

東京都 23区

給与

経験考慮の上、応相談

更新日

2025年09月02日 02:00

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

Job Title: Business Development Manager (HVAC Engineering – ASEAN Region) **Location:** Singapore

Your New Company: A leading multinational engineering firm with a strong presence across Southeast Asia is seeking a Business Development Manager to support its regional expansion. The company specializes in HVAC systems, cleanroom technology, and process facility solutions, serving high-tech industries such as semiconductors, pharmaceuticals, food & beverage, and data centres.

Your New Role: As a Business Development Manager, you will play a key role in driving growth across the ASEAN region. You will focus on building and managing relationships with non-domestic multinational clients, leading strategic initiatives,

and supporting local sales teams in delivering customized engineering solutions.

Key Responsibilities:

- Develop and execute business development strategies targeting multinational manufacturers in Singapore and the ASEAN region.
- Build and maintain strong relationships with key decision-makers in sectors such as semiconductors, pharmaceuticals, food & beverage, and data centres.
- Manage the full sales cycle, including lead generation, proposal development, contract negotiation, and post-sales support.
- Collaborate with local sales teams across ASEAN countries to prepare quotations, manage client communications, and oversee project execution.
- Conduct market research and competitor analysis to identify new business opportunities and trends.
- Provide regular business updates and strategic reports to regional leadership to ensure alignment with corporate goals.

Qualifications:

- Diploma or Degree in Business, Engineering, or a related field.
- Minimum 5 years of B2B business development experience, preferably in engineering, construction, or industrial equipment sectors.
- Proven experience working with multinational clients in the ASEAN region.
- Basic understanding of HVAC systems, cleanroom environments, or process facilities.
- Fluent in English (business level); additional language skills are a plus.
- Strong interpersonal, negotiation, and problem-solving skills.
- Self-motivated, results-driven, and capable of working independently and across cultures.

Preferred:

- Prior work experience in Singapore and familiarity with local business practices.
- Established network in the semiconductor, pharmaceutical, or food & beverage industries.
- Technical sales experience or an engineering background.
- Proficiency in additional languages such as Mandarin, Vietnamese, or Thai.

Ready to Take the Next Step?

Interested applicants, please click [APPLY NOW](#) or send a copy of your updated CV to Pinru.chen@jac-recruitment.com for a confidential chat.

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

#LI-JACSG

#countrysingapore

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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会社説明