



PR/096089 | Lead Consultant Workforce Solutions

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

1561377

業種

その他（人材サービス）

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11月25日 19:00

応募必要条件

キャリアレベル

中途経験者レベル

英語レベル

無し

日本語レベル

無し

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

The Company

My client is a Singapore-based tech firm specialising in digital and cloud solutions, with a strong track record in delivering large-scale projects for both public and enterprise sectors. They're now growing their presence in IT staffing and workforce solutions.

The Role

This is a leadership role for someone entrepreneurial to build and scale the company's IT recruitment and managed services business. You'll drive business development, lead mass hiring projects, and design solutions like contract staffing and RPO. The ideal candidate brings a strong network in the government and tech sectors, experience in public tenders and cloud/infrastructure hiring, and is hands-on in both strategy and execution.

Responsibilities: 1. Customer & Business Development

- Develop and implement business strategies to penetrate key markets, with a strong focus on government and enterprise clients
- Leverage an established network to rapidly scale the business, identify and secure new opportunities—including tenders, managed services, and large-scale staffing projects

- Demonstrate strong BD experience in managed services: building pipelines, finding leads, closing deals within planned timelines
- Lead and deliver on mass recruitment projects across technology roles, ensuring speed, quality, and scalability
- Build and sustain long-term client partnerships by deeply understanding hiring challenges and delivering tailored, high-impact solutions

2. Technology & Industry Expertise

- Bring extensive experience in the public sector, with proven success in winning and executing projects
- Drive offshore development centre / offshore services initiatives to support large-scale client delivery
- Provide expertise in facilities management (FM), infrastructure, and cloud services, ensuring solutions align with client needs
- Stay current with Cloud & IT industry trends to anticipate hiring demands and futureproof talent pipelines

3. Entrepreneurship & Leadership

- Build, lead, and scale a high-performing team—this role goes beyond individual contribution
- Establish efficient processes, frameworks, and delivery models to enable sustainable growth
- Take a proactive, hands-on approach to recruitment, ensuring efficiency while continuously refining talent acquisition strategies
- Build and sustain a scalable talent pipeline for permanent, contract, and on-demand hiring models
- Design and implement consultative recruitment solutions, including Recruitment Process Outsourcing (RPO), contract staffing, and managed services
- Ensure compliance with MOM regulations, employment laws, and industry best practices while maintaining agility in operations
- Cultivate strong candidate relationships throughout the recruitment cycle, ensuring a seamless experience and long-term engagement
- Bonus: Leverage an existing database of customer and candidate contacts to accelerate business development and recruitment

Requirements

- Strong background in the recruitment business, preferably within the IT services industry, with expertise in IT recruitment
- Experience in outsourcing, headhunting, or managed services is a strong advantage
- Proven ability to secure enterprise clients, tenders, and large-scale staffing projects through strategic business development
- Demonstrated experience in leading and growing a business unit, with a focus on operational efficiency and expansion
- Track record in public sector engagements, offshore development centres, and FM (Infra/Cloud)
- Entrepreneurial mindset—eager to build, scale, and push boundaries, with a keen sense of opportunity and innovation
- Hands-on problem solver who is adaptable, resourceful, and thrives on making things happen
- Results-oriented, driven by the challenge of creating meaningful impact and business success

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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