



PR/096141 | Business Development Executive

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

1563221

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10月28日 10:34

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

COMPANY OVERVIEW

Our client specializes in comprehensive landscaping solutions, including landscape design, maintenance, arboriculture, and environmental enhancement services.

JOB RESPONSIBILITIES

- Actively pursue new business opportunities through cold calling, networking, attending industry events, and leveraging digital platforms.
- Build and maintain strong relationships with both existing and prospective clients. Understand their needs to offer tailored landscaping solutions.
- Develop and execute effective sales strategies to penetrate target markets, increase market share, and drive revenue growth. Collaborate with the sales team to align with broader business goals.
- Negotiate contract terms to secure mutually beneficial agreements and establish long-term partnerships.

- Stay informed on industry trends, market dynamics, and competitor activities. Conduct research to identify opportunities for service enhancements and differentiation.
- Work closely with operations, marketing, and finance teams to ensure smooth project execution and strategic alignment.

JOB REQUIREMENTS

- Proven success in business development or sales
- Strong communication, negotiation, and interpersonal skills
- Ability to thrive independently and within a team in a fast-paced environment
- Results-driven with a focus on exceeding sales targets
- Willingness to travel within Singapore

Working Location: Singapore

Wong Yi Lei (R23113652)

JAC Recruitment Pte. Ltd. (90C3026)

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会社説明