



PR/096382 | Assistant Manager, Business Development

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

1568061

業種

その他（メーカー）

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12月09日 10:34

応募必要条件

職務経験

6年以上

キャリアレベル

中途経験者レベル

英語レベル

流暢

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 and Job Overview

Our client is a global leader in the engineering and manufacturing sector, renowned for delivering innovative and reliable solutions that shape the future of industries. They design, manufacture, and maintain cutting-edge products and systems, including power plants, transportation systems, and industrial machinery. As they continue to drive growth and expansion, they are now seeking an Assistant Manager, Business Development to join their team and contribute to their ongoing success.

Job Responsibilities

- Manage and grow key accounts and strategic partners, ensuring customer satisfaction and retention.
- Develop and execute proposal strategies, tender responses, and pricing coordination.
- Identify and pursue new business opportunities in target markets (Data Centers, Mining, Oil & Gas, etc.).
- Lead market intelligence initiatives to track competitors, trends, and emerging opportunities.
- Build and maintain strong relationships with consultants, distributors, and dealers.
- Ensure consultants are trained on products and technical specifications.
- Oversee BD pipeline tracking, reporting, and progress updates.
- Collaborate with internal teams (Engineering, QA, Procurement) for seamless project execution.
- Lead, coach, and mentor team members, setting clear targets and supporting career development.
- Drive cross-functional collaboration and continuous improvement initiatives.

Job Requirements

- Bachelor's degree or Diploma in Engineering, Business, Marketing, or equivalent.
- 5–7 years of experience in B2B technical sales, key account management, or business development.
- Experience in data center, energy, or industrial solutions preferred.
- Proven ability to build and maintain high-value customer relationships.
- Strong leadership, interpersonal, and communication skills.
- Skilled in contract negotiation, proposal development, and opportunity assessment.
- Proficiency in Excel, PowerPoint, CRM tools, and data-driven reporting.
- Ability to manage multiple priorities under tight timelines and travel regionally.
- Fluent in English; additional regional languages are a plus.
- Strong presentation and stakeholder management skills.

Apply online or feel free to contact me directly for more information about this opportunity. Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

Aloysius Loh
JAC Recruitment Pte Ltd
EA Personnel: R24121320
EA Personnel Name: LOH CHUAN LIANG ALOYSIUS

#LI-JACSG
#countrysingapore

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会社説明