



## PR/096143 | 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

1570842

#### 業種

小売

#### 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

2026年01月13日 06:00

### 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

#### Business Development Manager

Our client, a Singapore-based lifestyle and concierge platform, is hiring for a business development manager. This position demands a deep understanding of Singapore's local F&B and entertainment sectors, along with a strong network of industry contacts.

#### Job Responsibilities:

- Merchant Acquisition: Identify and approach potential merchants, conduct negotiations, and secure partnership agreements.
- Relationship Management: Build long-term partnerships, understand merchant needs, and collaborate on marketing initiatives.
- Market Analysis: Track industry trends, competitor activities, and consumer behavior to inform business strategy.
- Cross-Team Coordination: Work with marketing, operations, and product teams to onboard merchants and plan joint promotions.
- Performance Goals: Achieve targets related to merchant signings, campaign launches, and overall sales volume

(GMV).

Job Requirements:

- Bachelor Degree in Business or related fields
- Strong familiarity with Singapore's F&B and entertainment sectors with minimum 5 years of experience
- Excellent communication and negotiation skill.

Interested applicant, please click [APPLY NOW](#)

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

Jennifer Maria Hardicar  
JAC Recruitment Pte Ltd  
EA License Number: 90C3026  
EA Personnel: R1987984

#LI-JACSG  
#countrysingapore

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会社説明