



PR/096542 | Senior Business Development Manager, Healthcare Infrastructure (Turnkey Projects)

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
1574774

業種
福祉・介護

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27日 10:49

応募必要条件

職務経験
10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

Job Title: APAC Senior Business Development Manager - Turnkey Projects

Location: Singapore or Malaysia

About:

Our client is hiring a senior Business Development Manager to lead end-to-end turnkey Operating Room (Total OR) projects across APAC. You will drive consultative sales for Greenfield hospital projects at pre-tender stage, manage project delivery from design to handover, and coordinate multi-country teams and manufacturing partners.

Key Responsibilities:

- Own full project lifecycle for high-value Greenfield hospital OR projects (pre-tender opportunity hunting through delivery and acceptance).
- Lead consultative sales: build relationships with healthcare consultants, EPCs and architects; develop TCO/ROI

business cases.

- Manage project delivery: program planning, schedules, milestones, risk mitigation, and coordination across local sales teams, offshore design center and manufacturing partner.
- Oversee 3D design workflows (BIM/CAD) and ensure technical compliance with local regulations.
- Negotiate contracts and tenders; manage commercial risk (LDs, Incoterms, warranties).
- Lead end-to-end project delivery: program planning, schedules, milestones, risk mitigation, supplier coordination and handover.
- Present proposals and risk/ROI analyses to senior hospital stakeholders (C-suite, boards).

Qualifications:

- 8+ years in infrastructure, modular construction, medical OR fit-outs or similar.
- Strong end-to-end project management experience delivering large Greenfield projects.
- Proven consultative/turnkey sales experience (pre-tender to contract award).
- Hands-on experience with 3D design workflows (BIM/CAD) and coordinating design teams.
- Able to read and negotiate contracts and tenders; experienced with commercial risk management.
- Strategic, long-term infrastructure mindset and customer-centric problem solving.
- Comfortable presenting to senior stakeholders and managing cross-border teams.
- APAC travel flexibility.

Interested applicants, please click **APPLY NOW**.

Please note, only shortlisted candidates will be contacted.

Peh Yong Sin
JAC Recruitment Pte Ltd
EA License Number: 90C3026
EA Personnel: R2197665

#LI-JACSG

#countrysingapore

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会社説明