



## PR/096782 | Business Development Manager (Commercial Cleaning Market)

### 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

1582416

#### 業種

その他

#### 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06月09日 13:00

### 応募必要条件

#### 職務経験

3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 Responsibilities

- Develop and execute the company's long-term business development strategy for the commercial cleaning market
  - Lead and manage the business development team to identify and secure high-value opportunities
  - Overseeing the full sales cycle from client engagement and solution design to negotiation and contract signing
  - Build and strengthen the company's presence in the market by establishing and maintaining relationships with key clients
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- Drive sales performance by meeting overall revenue targets and improving client renewal and referral rates
  - Conduct market and competitor analysis to track industry trends, policy changes, and competitor strategies, providing input for pricing, service improvement, and strategic decisions.
  - Work closely with bid and operations teams to support tender submissions

## Requirements

- 3-5 years of B2B sales and team management experience in the cleaning services or facility management industry.
- Strong understanding of the commercial cleaning market, with existing client networks in office buildings, industrial parks, or large enterprises preferred.
  
- Strong negotiation, presentation, and proposal skills
  
- Results-driven, resilient under pressure, comfortable with frequent site visits, and effective in cross-functional collaboration and team leadership.

Varick Lee  
EA Personnel: R2197221  
JAC Recruitment Pte Ltd (90C3026)

#LI-JACSG  
#countrysingapore

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会社説明