



PR/097243 | 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

1599694

業種

ITコンサルティング

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26日 11:50

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

ビジネス会話レベル

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 is a technology company providing workplace and workforce management solutions through cloud-based platforms, helping organisations to improve productivity, streamline operations, and enhance overall business efficiency.

JOB SUMMARY:

This role focuses on generating new opportunities, building client relationships, supporting the end-to-end sales process and to support business growth in the region.

Responsibilities:

- Identify and develop new business opportunities thru calls, messages, networking or referrals
- Build and maintain a strong sales pipeline and track activities
- Build strong client relationships to support long-term partnerships and growth

- Engage with potential clients to understand their needs and recommend suitable solutions
- Work closely with internal teams to ensure smooth delivery of solutions
- Prepare and deliver presentations, proposals, and product demonstrations
- Manage the full sales process from initial contact through to closing
- Meet sales targets and performance metrics
- Stay informed on market trends and industry developments

Requirements:

- Diploma or Degree in Marketing, Business or any related field
- 2 to 5 years of experience in sales, business development or client facing roles
- Demonstrates strong initiative in sales, with a results-driven mindset and a high level of motivation to achieve targets.
- Positive and approachable, with strong communication skills and the ability to collaborate well.
- Highly self-motivated with a strong sense of initiative.

We regret to inform that only shortlisted candidates will be notified.

Sharon Hong (R25128240)

JAC Recruitment Pte. Ltd. (90C3026)
#LI-JACSG

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会社説明