



PR/097551 | Sales & 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

1609279

業種

その他（コンサルティング・士業）

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08月25日 10:43

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

ネイティブ

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

Key Responsibilities:

Business Development & Sales

- Identify, develop, and secure new business opportunities within government, public and private sector organizations.
- Build and maintain strong relationships with procurement officers, facility managers, project owners, consultants, and key decision-makers.
- Develop and execute strategic sales plans to achieve revenue and profitability targets.
- Conduct presentations, proposal pitches, and solution demonstrations tailored to customer requirements.
- Generate and manage a robust sales pipeline through proactive prospecting, networking, and market intelligence.

Tender & Proposal Management

- Monitor tender portals and procurement opportunities.
- Lead the preparation and submission of tenders, RFPs, RFQs, and proposals.
- Coordinate internally with operations, finance, and technical teams to ensure accurate and competitive submissions.
- Ensure compliance with tender requirements, contractual obligations, and procurement processes.
- Participate in tender clarification meetings, negotiations, and contract finalization.

Account Management

- Manage key accounts and maintain long-term business relationships.
- Identify opportunities for contract renewals, upselling, and cross-selling services.
- Work closely with operations teams to ensure successful project delivery and customer satisfaction.
- Address customer concerns and coordinate timely resolution of service-related issues.

Requirements:

- Minimum 5 years of sales or business development experience.
- Proven experience selling services or solutions to government agencies, municipalities, or public sector organizations.
- Experience managing tenders and procurement processes is highly desirable.
- Background in pest control, facilities management, environmental services, cleaning services, or related industries is an advantage.

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会社説明