



PR/093978 | Business Developer

## Job Information

### Recruiter

JAC Recruitment Vietnam Co., Ltd

### Job ID

1505076

### Industry

Retail

### Job Type

Permanent Full-time

### Location

Singapore

### Salary

Negotiable, based on experience

### Refreshed

November 19th, 2024 11:31

## General Requirements

### Minimum Experience Level

Over 3 years

### Career Level

Mid Career

### Minimum English Level

Business Level

### Minimum Japanese Level

Business Level

### Minimum Education Level

Associate Degree/Diploma

### Visa Status

No permission to work in Japan required

## Job Description

### COMPANY OVERVIEW

The company specializes in designing, sourcing and delivering furniture and flooring products

### JOB RESPONSIBILITIES

1. Sales and customer management
  - Collaborates with the sourcing and sales team for market/business information that serves to optimize price, quality and delivery precision of all products manufactured.
  - Present relevant or potential product offers to the sales teams within the company, to ensure that the strength of the sourcing area is acknowledged and understood within the company.
  - Support sales & customers on their specific requests and ensure that competitive offers are presented in a timely and impactful way.
  - Ensure and coordinate new sample development promptly as per sale request.
  - Handles/ Executes/ Documents projects for customers to ensure a smooth inquiring order process.
  - Communicate customer and quality requirements (including mandatory compliances) to sourcing offices.
2. Supplier management
  - Work with the sourcing team to negotiate prices with suppliers based on the understanding of materials, components, and manufacturing costs, as well as on knowledge of the main "cost drivers" in the products
  - Gather all quotes from suppliers and recommend the "best-fit" supplier for the quotation, based on the supplier's

commercial and production capability.

- Monitoring of suppliers' performance by regular visits.
  - Oversee running projects for responsible market segments/ customer base and work with the Business Support team to ensure on-time delivery.
  - Overall follow-up of new item order progress in terms of testing report, documentation, and committed delivery.
  - Work proactively with the Quality Team to effectively manage suppliers to consistently produce or deliver the products as per agreed standards and work with Quality and Sales Team in handling claims with suppliers.
3. Business development
- Work as a team leader/project manager to maintain or improve the business, as well as explore new business opportunities.
  - To propose new opportunities and products that fit the organization's customer base to the sales teams.
  - Keep up with the trend of related industry and research of market intelligence.
  - Developing a new series of products to meet customers or market demands.
  - Sourcing for quality and suitable suppliers.

**JOB REQUIREMENTS**

- At least 5 years' work experience in sourcing or sales-related environment
- Degree education specializes in Business Management/Marketing/Sales/Supply Chain

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Company Description