



## PR/094436 | Business Development Manager

### Job Information

**Recruiter**

JAC Recruitment Singapore

**Job ID**

1512614

**Industry**

IT Consulting

**Job Type**

Permanent Full-time

**Location**

Singapore

**Salary**

Negotiable, based on experience

**Refreshed**

January 8th, 2025 09:00

### 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**

Our client is a prominent company known for its innovative solutions in the field of surveillance and security technology. It specializes in developing and manufacturing a wide range of products including cameras, video surveillance systems, access control systems, and video management software.

With a global presence, it serves a diverse clientele including businesses, governments, and organizations worldwide, helping them enhance their security infrastructure and protect their assets. We are currently looking for a Business Development Manager to be based in Singapore.

**JOB RESPONSIBILITIES**

- Formulate operational strategies and business plans aligned with regional objectives, overseeing their successful execution.
- Analyze integrator trends and industry advancements to pinpoint opportunities for value addition, refine market strategies, and orchestrate targeted marketing initiatives.
- Cultivate and nurture relationships with integrators, pivotal projects, and clientele within the industry, collaborating with relevant teams to achieve key business goals.
- Undertake thorough evaluations and strategic planning for integrators and industry landscape across diverse regions, ensuring continuous insights into specific business domains.

**JOB REQUIREMENTS**

- A Bachelor's degree or higher, with a preference for fields such as IT, security, or telecommunications.
- Over a decade of experience in project-focused marketing within integration firms or related sectors.
- Demonstrated connections with premier clients in Singapore and senior executives in leading Security Integration (SI) companies.
- Proficient in customer cultivation and project strategizing.
- Possesses strategic foresight and adept problem-solving skills.

**BENEFITS**

Work Location: Singapore

Interested applicants, feel free to apply! Alternatively, you may email your updated resume to syahirah.jaafar@jac-recruitment.com to apply or for other job opportunities.

\*We regret that only shortlisted applicants will be contacted.

#LI-JACSG

#countrysingapore

Syahirah Binte Ahmad Ja'afar (R22105331)

JAC Recruitment Pte. Ltd. (90C3026)

---

Company Description