



PR/094802 | Partner Development Manager

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1522143

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

April 1st, 2025 09:01

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

Partner Development Manager

Our client in the information & communication technology industry is hiring a Partner Development Manager. This is newly created role due to the business expansion in the company.

Key Responsibilities:

Manage and grow the company's existing business by developing new business opportunities and lead a team to achieve sales targets.

Develop and execute strategic sales plans to attract new merchants and attain the company's growth KPIs

Analyse market trends, track performance data, and provide strategic insights to management for business growth.

Key Requirements:

Bachelor's degree in business, Marketing, or related field

Min 5 year of experience in strategic sales, account management, or business development
Strong account management, negotiation, and team leadership skills, along with a deep understanding of retail and SMB partnerships and co-sharing services.
Good communication & interpersonal skills

Interested applicants please click [APPLY NOW](#).

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EA License Number: 90C3026
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Company Description