



## 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**

February 18th, 2025 10:15

### 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](#).

JAC Recruitment Pte Ltd  
EA License Number: 90C3026  
EA Personnel: R1987984

#LI-JACSG  
#countrysingapore

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Company Description