



PR/094436 | 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

1512614

業種

ITコンサルティング

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

2025年01月22日 16:00

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

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

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

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)

会社説明