



JAC Recruitment

We are recruitment specialists around the globe

Singapore



CR/095031 | Executive, GCE

## Job Information

**Recruiter**[JAC Recruitment Singapore](#)**Job ID**

1538164

**Industry**

Logistics, Storage

**Job Type**

Contract

**Location**

Singapore

**Salary**

Negotiable, based on experience

**Refreshed**

May 1st, 2025 20:13

## 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 the leading independent feeder carrier globally. With a fleet exceeding 100 vessels, the company offers dependable and economical feeder services to support worldwide shipping operations.

### JOB RESPONSIBILITIES

- **Market Analysis:** Conduct comprehensive market research to identify new business opportunities and industry trends.
- **Client Acquisition:** Develop and implement strategies to attract new clients and expand the customer base.
- **Relationship Management:** Maintain and enhance relationships with existing clients to ensure satisfaction and loyalty.
- **Sales Strategy:** Collaborate with the sales team to create and execute effective sales strategies to meet revenue targets.
- **Proposal Development:** Prepare and present business proposals to potential clients, highlighting the benefits of X-

Press Feeders' services.

- Performance Monitoring: Track and analyze the performance of business development initiatives, making necessary adjustments to achieve goals.

#### JOB REQUIREMENTS

- Educational Background: Bachelor's degree in Business, Marketing, or a related field.
- Experience: Minimum of 3-5 years of experience in business development, preferably in the maritime or logistics industry.
- Skills: Strong analytical, communication, and negotiation skills.
- Proficiency: Familiarity with CRM software and Microsoft Office Suite.

Working Location: Singapore

Wong Yi Lei (R23113652)

JAC Recruitment Pte. Ltd. (90C3026)

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#### Company Description