



PR/095409 | BD Manger (Freight)

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1543946

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

June 10th, 2025 10:35

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

???? Business Development Manager – Global Logistics & Supply Chain

Are you a strategic thinker with a passion for driving growth in the logistics and supply chain industry? A leading global logistics provider is seeking a dynamic Business Development Manager to join their high-performing team and help expand their footprint across key markets.

???? **Location:** Singapore

???? **Employment Type:** Full-Time, Hybrid

???? **Industry:** Logistics, Freight Forwarding, Supply Chain Solutions

About the Role

As a Business Development Manager, you will play a pivotal role in identifying new business opportunities, building strong client relationships, and delivering customized logistics solutions. You'll work closely with internal teams to ensure seamless service delivery and client satisfaction.

Key Responsibilities

- Identify and pursue new business opportunities in freight forwarding and supply chain services.
- Develop and maintain strong relationships with clients, partners, and stakeholders.
- Collaborate with operations and pricing teams to create tailored solutions.
- Prepare and deliver compelling sales presentations and proposals.
- Meet and exceed sales targets and KPIs.

What You Need

- Proven experience in business development within logistics, freight forwarding, or supply chain.
- Strong understanding of international trade, transportation, and customs regulations.
- Excellent communication, negotiation, and presentation skills.
- Self-motivated, results-driven, and customer-focused.
- Ability to thrive in a fast-paced, dynamic environment.

Why Apply?

- Work with a globally recognized logistics leader.
- Competitive compensation and performance-based incentives.
- Opportunities for career growth and professional development.
- Collaborative and inclusive team culture.

JAC Recruitment Pte. Ltd.
EA Licence Number: 90C3026
Personnel Registration Number: R22105188

#LI-JACSG

#countrysingapore

Company Description