



PR/095498 | BD Manger (Sea Freight)

## Job Information

### Recruiter

JAC Recruitment Singapore

### Job ID

1545458

### Industry

Logistics, Storage

### Job Type

Permanent Full-time

### Location

Singapore

### Salary

Negotiable, based on experience

### Refreshed

June 24th, 2025 10:38

## 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 – Sea Freight Focus (Singapore)

Are you a strategic thinker with a passion for logistics and a proven track record in sea freight? A leading international logistics provider is seeking a dynamic Business Development Manager to join its Singapore team and drive growth in the region.

### Location: Singapore

### Employment Type: Full-time

### Key Responsibilities:

- Identify and develop new business opportunities in the sea freight sector.
- Build and maintain strong relationships with clients, partners, and internal stakeholders.

- Analyze market trends and customer needs to craft tailored logistics solutions.
- Collaborate with operations and pricing teams to ensure service excellence.
- Prepare and deliver compelling sales presentations and proposals.

**Requirements:**

- Minimum 5 years of experience in sea freight business development, preferably within a freight forwarding or logistics company.
- Strong understanding of international shipping, trade lanes, and regulatory requirements.
- Proven ability to meet and exceed sales targets.
- Excellent communication, negotiation, and presentation skills.
- Self-motivated, results-driven, and comfortable working in a fast-paced environment.

**What We Offer:**

- Competitive salary and performance-based incentives.
- Opportunities for career advancement within a global organization.
- A collaborative and innovative work culture.

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

Jasmine Lee

#LI-JACSG  
#countrysingapore

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Company Description