



PR/095177 | Sales Director (Air Freight)

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1548757

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

September 16th, 2025 19:00

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

→ Sales Director – Express Logistics & Air Freight Solutions

Are you a seasoned sales leader with deep expertise in the air freight market? A leading express logistics provider is seeking a Sales Director to spearhead commercial growth and strengthen its presence across Southeast Asia.

???? **Location:** Singapore

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

???? **Industry:** Express Logistics, Air Freight, Supply Chain Solutions

About the Role

As Sales Director, you will lead the regional sales strategy with a strong focus on air freight services. You'll be responsible for driving revenue, building strategic partnerships, and leading a high-performing team in a fast-paced, customer-centric environment.

Key Responsibilities

- Develop and implement sales strategies focused on air freight and express logistics services.
- Recruit and mentor a team of sales professionals to achieve revenue and growth targets.
- Identify and secure new business opportunities across key verticals and trade lanes.
- Collaborate with operations and customer service teams to ensure service excellence.
- Monitor market trends, pricing dynamics, and competitor activity in the air freight sector.

What You Bring

- Minimum 8 years of sales leadership experience in logistics, with a strong focus on air freight.
- Proven track record of achieving and exceeding sales targets.
- Deep understanding of international air cargo markets, pricing structures, and customer needs.
- Strong leadership, negotiation, and relationship-building skills.
- Strategic thinker with a hands-on, results-driven approach.

Why Apply?

- Be part of a fast-growing logistics company with global ambitions.
- Lead high-impact initiatives in a dynamic and entrepreneurial environment.
- Competitive compensation package with performance-based incentives.
- Opportunities for regional leadership and career advancement.

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

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#countrysingapore

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Company Description