



PR/095498 | BD Manger (Sea Freight)

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1548830

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

July 8th, 2025 16:50

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

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

Privacy Policy Link: <https://www.jac-recruitment.sg/privacy-policy>
Terms and Conditions Link: <https://www.jac-recruitment.sg/terms-of-use>

Company Description