



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

September 2nd, 2025 02:00

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

???? 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