



PR/095992 | Business Development Executive

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1559121

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

September 23rd, 2025 10:39

General Requirements

Career Level

Mid Career

Minimum English Level

None

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Business Development Executive – Logistics & Freight Forwarding

Are you a driven sales professional with a passion for logistics and freight forwarding? Join a well-established logistics company headquartered in Singapore, known for its agile operations, regional reach, and commitment to delivering tailored transportation solutions across Southeast Asia.

We are seeking a Business Development Executive to spearhead growth initiatives and expand our client base in sea, air, and land freight services.

What You'll Do:

- Identify and secure new business opportunities in freight forwarding.
- Develop and execute strategic sales plans to meet revenue targets.
- Build strong client relationships through consultative and solution-based selling.
- Negotiate contracts, prepare quotations, and follow up on proposals.
- Collaborate with operations teams to ensure seamless service delivery.

What We're Looking For:

- Proven sales experience in logistics or freight forwarding.
- Strong hunter mentality with a track record of lead generation and deal closure.
- Excellent communication, negotiation, and presentation skills.
- Self-motivated and goal-oriented, able to work independently.
- Existing client network in logistics is a strong advantage.
- Deep understanding of the Southeast Asia transportation market.

Why Join Us?

- Be part of a dynamic team in a company with over two decades of industry presence.
- Work in a fast-paced environment that values initiative and innovation.
- Enjoy opportunities for career growth and regional exposure.

???? Location: Changi Logistics Centre, Singapore

???? Apply now to be part of a company that's shaping the future of logistics in Southeast Asia.

JAC Recruitment Pte. Ltd.

EA Licence Number: 90C3026

Personnel Registration Number: R22105188 Jasmine Lee

#LI-JACSG

#countrysingapore

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Company Description