

シンガポールの求人なら JAC Recruitment Singapore

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

October 21st, 2025 16:00

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

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.

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Company Description