



## PR/096068 | Sales Manager (Sea Freight)

### Job Information

**Recruiter**

JAC Recruitment Singapore

**Job ID**

1561373

**Industry**

Logistics, Storage

**Job Type**

Permanent Full-time

**Location**

Singapore

**Salary**

Negotiable, based on experience

**Refreshed**

December 9th, 2025 04:00

### 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

**Job Title:** Sales Manager

**Location:** Singapore

**Your New Company:** A global logistics and freight forwarding company is seeking a driven and experienced Sales Manager / Assistant Sales Manager to join its Ocean Freight Sales team in Singapore. The company offers comprehensive supply chain solutions and is expanding its commercial team to strengthen its market presence and client relationships.

**Your New Role:** As a Sales Manager in the Ocean Freight division, you will be responsible for identifying new business opportunities, managing client relationships, and driving revenue growth. You'll work closely with internal departments to ensure customer satisfaction and provide tailored logistics solutions across FCL, LCL, and reefer container services. **Key Responsibilities:**

- Identify and develop new business opportunities through proactive sales activities.
- Generate leads, negotiate contracts, and close sales with assigned accounts.

- Meet or exceed sales targets and KPIs.
- Build and maintain strong relationships with clients through regular engagement and high-quality service.
- Address customer feedback and complaints with timely follow-up.
- Conduct market research to identify viable prospects.
- Act as the main point of contact for clients, coordinating with internal teams to resolve issues.
- Prepare and submit periodic sales reports.
- Deliver sales presentations and proposals using Microsoft PowerPoint.
- Manage account receivables for assigned clients.
- Maintain professionalism in all interactions with internal and external stakeholders.

**Qualifications:**

- Minimum 3 years of sales experience in ocean freight, preferably with a shipping line or freight forwarding company.
- Strong knowledge of ocean freight export/import operations, including FCL, LCL, and reefer containers.
- Proficiency in preparing service proposals and presentations.
- Excellent communication, problem-solving, and time management skills.
- Open-minded, proactive, and responsive to operational irregularities.
- Accurate and timely in reporting and task completion.

Ready to Take the Next Step?

Interested applicants, please click **APPLY NOW** or send a copy of your updated CV to [Pinru.chen@jac-recruitment.com](mailto:Pinru.chen@jac-recruitment.com) for a confidential chat.

Do note that we will only be in touch if your application is shortlisted.

Chen Pinru  
JAC Recruitment Pte Ltd  
EA License Number: 90C3026  
EA Personnel: R25130085

#LI-JACSG  
#countrysingapore

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Company Description