



PR/095898 | Business Development Manager (Luxury Logistics)

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1562511

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

December 2nd, 2025 07:00

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

Sales Manager – Valuable Cargo

A leading international logistics provider is seeking a driven and experienced sales professional to lead business development efforts in the valuable cargo airfreight sector, with a focus on commodities such as precious metals.

Location: Singapore

Employment Type: Full-Time

Key Responsibilities

- Develop and grow a portfolio of clients in the commodities trading and investment sector.
- Present tailored airfreight solutions for high-value, time-sensitive cargo.
- Negotiate contracts and close new business with exporters, importers, bullion dealers, and refineries.
- Advise clients on best practices in airfreight security, cargo insurance, and regulatory compliance.
- Coordinate with operations and carriers to ensure secure and timely deliveries.
- Maintain strong relationships with key clients and act as the main commercial liaison.

- Monitor market trends and provide regular sales forecasts and intelligence reports.

Requirements

- 3–5+ years of experience in airfreight, logistics, or supply chain sales, ideally with a commodities focus.
- Strong understanding of the commodities trade landscape (e.g., bullion, precious metals).
- Existing network within the commodity trading industry.
- Excellent negotiation, communication, and relationship-building skills.
- Proficient in Microsoft Office and CRM tools.
- Experience handling regulated high-value goods is a plus.

Why Apply?

- Work in a niche, high-value segment of airfreight logistics.
- Competitive salary with commission potential.
- Engage with clients across Southeast Asia and beyond.
- Influence secure logistics solutions for precious commodities.
- Expand your network and expertise in a dynamic, fast-paced environment.

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