



## PR/095898 | Business Development Manager (Luxury Logistics)

### Job Information

**Recruiter**

JAC Recruitment Singapore

**Job ID**

1570814

**Industry**

Logistics, Storage

**Job Type**

Permanent Full-time

**Location**

Singapore

**Salary**

Negotiable, based on experience

**Refreshed**

January 13th, 2026 07:00

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Fluent

**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.  
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Personnel Registration Number: R22105188 Jasmine Lee

#LI-JACSG  
#countrysingapore

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**Company Description**