



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

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Company Description