



PR/096366 | Sales Lead APAC (LogTech)

Job Information

Recruiter

[JAC Recruitment Singapore](#)

Job ID

1570911

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

February 10th, 2026 04:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

COMPANY OVERVIEW

Our client is a tech startup that builds AI-driven solutions that predict cargo movements and optimize global trade operations. Its platform leverages real-time data and machine learning to provide actionable insights, helping businesses reduce delays and improve supply chain efficiency.

They are in search of a Sales Lead - APAC (logtech).

JOB RESPONSIBILITIES

- Drive new business by creating and executing strategic sales plans focused on Asia and global expansion.
- Own the full sales cycle: prospecting, qualification, demos, negotiations, and closing SaaS contracts with senior executives.
- Build and grow a strong pipeline through proactive outreach, forecasting, and market insights.
- Collaborate with marketing and product teams to refine offerings and sales assets.

- Ensure smooth account handover to Customer Success for onboarding and retention.
- Report on sales metrics, pipeline status, and provide insights for product improvements.

JOB REQUIREMENTS

- Bachelor's degree in Business, Marketing, Engineering, Logistics, or related fields.
- 5+ years in enterprise B2B SaaS sales or account management, ideally with Freight Forwarders, LSPs, or BCOs in APAC.
- LogTech experience is a plus.
- Proven ability to exceed quotas and manage complex enterprise sales cycles.
- Strong presentation, negotiation, and deal-closing skills with senior executives.
- Self-starter with a process-driven mindset and ability to thrive in a fast-paced environment.

Working Location: Singapore

Syahirah Binte Ahmad Ja'afar (R22105331)
JAC Recruitment Pte. Ltd. (90C3026)

#LI-JACSG

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Company Description