



## PR/160357 | Group Product Development Manager - LCL (Fast-growing total logistic industry)

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1584387

**Industry**

Logistics, Storage

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

June 9th, 2026 05:01

### General Requirements

**Minimum Experience Level**

Over 10 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

A fast growing cross-border transportation company is looking for Group Product Development Manager expertise in Air or Sea cargo especially in LCL.

#### Job Responsibilities:

- Responsible for building, scaling, and optimizing the company's overland network across multiple countries (MY/ TH/ VN/ CN)
- Develop and implement differential and dynamic pricing models supported by robust processes and systems.
- Establish and optimize first-mile (FM) and last-mile (LM) connections.
- Lead long-term product and network planning,
- Monitor capacity utilization closely and work with Sales and Customer Service teams to ensure accurate and timely communication of available capacity.
- Make tactical commercial decisions to maximize utilization, including tactical pricing adjustments where appropriate.
- Lead regular pricing reviews (e.g., annual or as required) with clear pricing objectives

- Forecast required capacity and communicate plans clearly to the COO and FTL teams.
- Perform day-to-day monitoring of capacity utilization and guide teams in real-time demand–supply decisions

Job Requirement:

- More than 10 years of experience in air cargo or sea LCL operations, logistics, capacity planning, or a similar role.
- Approximately 3 years of P&L and team leadership experience spanning multiple countries.
- Strong analytical and problem-solving skills with the ability to interpret data and make informed decisions
- Hands on basic data analytics skills such as Excel pivot table and Vlookup. Advanced data analytics skills welcomed.
- Excellent organizational and multitasking skills, with attention to detail.
- Strong communication and interpersonal skills to effectively collaborate with internal and external stakeholders.

**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.

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## Company Description