



PR/097186 | Senior Commercial Manager

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1599660

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

June 26th, 2026 11:50

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Native

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 specialist provider of secure logistics and high-value goods handling serving luxury, retail and exhibition customers in Singapore. They focus on trusted, premium service delivery, compliance and building long-term client relationships.

Position: Senior Commercial Manager — Secure & High-Value Logistics (Singapore)

Role summary: Commercially driven and operationally hands-on role to support growth, key-account management and day-to-day business operations. Act as a deputy to senior management, lead commercial initiatives, support contract negotiations and ensure service excellence across secure transportation and high-value cargo services.

Key Responsibilities:

- **Commercial & Business Development:** Identify and develop new business opportunities across luxury, valuables, retail and exhibitions; manage and grow existing key accounts; lead pricing discussions and support contract negotiations.
- **Client Relationship Management:** Build long-term relationships with customers and stakeholders; act as a visible commercial lead at client meetings and industry events.
- **Operational Partnership:** Work closely with operations to ensure service delivery, support escalations and manage service recovery to retain customers.
- **Business Support:** Assist senior management across finance coordination, HR support, administration, reporting and budgeting.
- **Acting Leadership:** Serve as secondary leadership in management's absence; monitor operational performance and drive continuous improvement initiatives.
- **Networking & Market Presence:** Represent the business at social and industry events to develop opportunities; leverage existing industry networks where applicable.
- **Cross-Functional Coordination:** Coordinate across operations, customer service, finance and HR to align commercial and operational objectives and support team development.

Reporting & Team:

- Reports to General Manager.
- Works cross-functionally with operations, customer service, finance and HR; may have direct reports depending on branch structure.

Key Requirements:

- 5–8+ years' relevant experience in logistics, secure transportation or high-value/luxury logistics (B2B) with demonstrable commercial success.
- Strong commercial acumen with proven ability to develop business and manage key accounts.
- Operationally minded and able to support day-to-day branch management and escalations.
- Excellent stakeholder management, negotiation and presentation skills; comfortable in client-facing and networking environments.
- Independent, proactive and able to work across functions.
- Based in Singapore with flexibility for client meetings and events.

Preferred Background:

- Experience handling high-value cargo, secure chain-of-custody processes or premium customer service expectations.
- Existing industry network and demonstrable ability to generate or influence new business opportunities.

Performance Indicators:

- New business opportunities identified and converted; growth of key accounts.
- Customer satisfaction, retention and successful resolution of escalations.
- Achievement of commercial targets, pricing/margin outcomes and contribution to branch performance.
- Operational alignment: on-time service, compliance and improvement initiatives implemented.

What Will Make You Competitive:

- Track record in secure/high-value logistics with strong commercial wins.
- Established industry relationships and demonstrated ability to convert networks into revenue.
- Hands-on operational experience combined with strategic commercial mindset.

How to Apply: Apply online or contact me for further information.

Only shortlisted candidates will be notified due to application volume; thank you for your understanding.

Adrian Leong JAC Recruitment Pte Ltd EA Personnel: R26160017

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