


# PR/097750 | Business Development Manager (Logistics)

## Job Information

**Recruiter**
JAC Recruitment Singapore

**Job ID**
1618581

**Industry**
Other (Trade)

**Job Type**
Permanent Full-time

**Location**
Singapore

**Salary**
Negotiable, based on experience

**Refreshed**
November 3rd, 2026 08:00

## General Requirements

**Minimum Experience Level**
Over 3 years

**Career Level**
Mid Career

**Minimum English Level**
Fluent Level

**Minimum Japanese Level**
None

**Minimum Education Level**
Associate Degree/Diploma

**Visa Status**
No permission to work in Japan required

## Job Description

Your New Company

Our client is a well-established international logistics and supply chain solutions provider with a strong presence across Asia and key global markets. They offer integrated logistics services including freight forwarding, contract logistics, warehousing, transportation, and end-to-end supply chain solutions across multiple industries. As part of their continued expansion in Singapore, they are seeking an experienced Business Development Manager to drive new customer acquisition and accelerate business growth.

Your New Role

As a Business Development Manager, you will be responsible for identifying and securing new business opportunities across Freight Forwarding, Warehousing and Contract Logistics solutions. This is a true hunter role focused on revenue generation and market expansion, with dedicated operational and account management teams supporting post-sales activities.

Key Responsibilities

- Identify and secure new business opportunities across Freight Forwarding, Warehousing and 3PL solutions
- Develop and maintain a strong sales pipeline through proactive prospecting, networking and cold outreach
- Manage the full sales cycle from lead generation and solution selling through to negotiation and contract closure
- Understand customer supply chain requirements and propose tailored logistics solutions
- Prepare and present commercial proposals, pricing strategies and business presentations
- Work closely with internal operations and solution teams to develop competitive customer solutions
- Achieve and exceed sales targets, revenue goals and key business development KPIs

Key Qualifications for Success

- Diploma or Degree in Logistics, Supply Chain, Business, Sales or a related discipline
- Minimum 4 years of business development or hunter sales experience within Freight Forwarding, Contract Logistics, Warehousing or 3PL providers
- Proven track record of winning new business and exceeding sales targets
- Strong understanding of Air Freight, Ocean Freight, Contract Logistics, Warehousing, Distribution and Transportation solutions
- Experience selling integrated logistics solutions rather than standalone services
- Demonstrated ability to develop sales pipelines through proactive prospecting and business development activities
- Strong commercial acumen with excellent negotiation, presentation and relationship-building skills
- Self-motivated, results-driven and comfortable operating in a highly sales-focused environment
- Ability to engage stakeholders at multiple levels and convert opportunities into long-term customers

Sufia Algadri

JAC Recruitment Pte Ltd

EA License Number:  90C3026

EA Personnel: R23114082

#LI-JACSG
#countrysingapore

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