



CR/095031 | Executive, GCE

#### 募集職種

#### 人材紹介会社

ジェイエイシーリクルートメントシンガポール

#### 求人ID

1538164

#### 業種

物流・倉庫

#### 雇用形態

契約

#### 勤務地

シンガポール

#### 給与

経験考慮の上、応相談

#### 更新日

2025年05月01日 20:13

#### 応募必要条件

#### 職務経験

3年以上

#### キャリアレベル

中途経験者レベル

#### 英語レベル

ビジネス会話レベル

#### 日本語レベル

ビジネス会話レベル

#### 最終学歴

短大卒：準学士号

#### 現在のビザ

日本での就労許可は必要ありません

#### 募集要項

#### COMPANY OVERVIEW

Our client is the leading independent feeder carrier globally. With a fleet exceeding 100 vessels, the company offers dependable and economical feeder services to support worldwide shipping operations.

#### JOB RESPONSIBILITIES

- Market Analysis: Conduct comprehensive market research to identify new business opportunities and industry trends.
- Client Acquisition: Develop and implement strategies to attract new clients and expand the customer base.
- Relationship Management: Maintain and enhance relationships with existing clients to ensure satisfaction and loyalty.
- Sales Strategy: Collaborate with the sales team to create and execute effective sales strategies to meet revenue targets.
- Proposal Development: Prepare and present business proposals to potential clients, highlighting the benefits of X-

Press Feeders' services.

- Performance Monitoring: Track and analyze the performance of business development initiatives, making necessary adjustments to achieve goals.

#### JOB REQUIREMENTS

- Educational Background: Bachelor's degree in Business, Marketing, or a related field.
- Experience: Minimum of 3-5 years of experience in business development, preferably in the maritime or logistics industry.
- Skills: Strong analytical, communication, and negotiation skills.
- Proficiency: Familiarity with CRM software and Microsoft Office Suite.

Working Location: Singapore

Wong Yi Lei (R23113652)

JAC Recruitment Pte. Ltd. (90C3026)

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会社説明