



## PR/095992 | Business Development Executive

### 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

1559121

#### 業種

物流・倉庫

#### 雇用形態

正社員

#### 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09月23日 10:39

### 応募必要条件

#### キャリアレベル

中途経験者レベル

#### 英語レベル

無し

#### 日本語レベル

無し

#### 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

#### Business Development Executive – Logistics & Freight Forwarding

Are you a driven sales professional with a passion for logistics and freight forwarding? Join a well-established logistics company headquartered in Singapore, known for its agile operations, regional reach, and commitment to delivering tailored transportation solutions across Southeast Asia.

We are seeking a Business Development Executive to spearhead growth initiatives and expand our client base in sea, air, and land freight services.

#### What You'll Do:

- Identify and secure new business opportunities in freight forwarding.
- Develop and execute strategic sales plans to meet revenue targets.
- Build strong client relationships through consultative and solution-based selling.
- Negotiate contracts, prepare quotations, and follow up on proposals.
- Collaborate with operations teams to ensure seamless service delivery.

**What We're Looking For:**

- Proven sales experience in logistics or freight forwarding.
- Strong hunter mentality with a track record of lead generation and deal closure.
- Excellent communication, negotiation, and presentation skills.
- Self-motivated and goal-oriented, able to work independently.
- Existing client network in logistics is a strong advantage.
- Deep understanding of the Southeast Asia transportation market.

**Why Join Us?**

- Be part of a dynamic team in a company with over two decades of industry presence.
- Work in a fast-paced environment that values initiative and innovation.
- Enjoy opportunities for career growth and regional exposure.

???? Location: Changi Logistics Centre, Singapore

???? Apply now to be part of a company that's shaping the future of logistics in Southeast Asia.

JAC Recruitment Pte. Ltd.

EA Licence Number: 90C3026

Personnel Registration Number: R22105188 Jasmine Lee

#LI-JACSG

#countrysingapore

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会社説明