



PR/097186 | Senior Commercial Manager

#### 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

1599660

#### 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

2026年06月26日 11:50

#### 応募必要条件

#### 職務経験

6年以上

#### キャリアレベル

中途経験者レベル

#### 英語レベル

ネイティブ

#### 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

**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

**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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会社説明