

Business Development Manager (Singapore)

Job Overview

As a Business Development Manager in our Singapore office, you will play a key role in driving growth across our Transport & Logistics Division – covering Marine Logistics and General Cargo. You will be responsible for identifying prospects, acquiring new clients, expanding existing partnerships and collaborating closely with internal teams across Operations and Pricing & Procurement to deliver integrated, end-to-end logistics solutions.

We are looking for a driven commercial professional who understands international freight, thrives in a fast-paced environment, and enjoys building long-term partnerships grounded in trust, performance and value creation.

Your Role

- Identify, engage, and secure new business opportunities within your assigned regions and verticals.
- Develop and grow existing customer accounts by understanding their needs and offering tailored solutions across our full product portfolio (Seafreight, Airfreight, Road, Marine Logistics etc.).
- Drive customer profitability by creating value-driven solutions, cross-selling multiple services, and ensuring healthy revenue and margin performance.
- Lead customer interactions and presentations (in-person and virtual), while actively managing your sales pipeline.
- Prepare for RFQs, tender and bids with the support of Tender, Operations and Pricing teams to meet customer requirements and deadlines.
- Keep our global CRM system up to date with accurate client information, including pipeline value, supply chain, key decision makers and revenue forecasts.
- Coordinate closely with Operations, Pricing & Procurement and Finance to ensure service excellence and consistent delivery of commitments.

Your Background

- 3-5 years of sales or business development experience in freight forwarding, shipping, or international logistics.
- Diploma or Degree Holder, preferably in Business Administration, Sales or any related field.
- Strong understanding of Incoterms, global trade flows, and multimodal transport solutions.
- Proven track record in identifying new opportunities and securing new businesses.
- Demonstrated ability to develop client-specific solutions and successfully closing deals.
- Strong interpersonal and communication skills, with the ability to build rapport and influence diverse stakeholders.
- An organized, self-motivated and proactive professional with a solution-driven mindset.
- Familiarity with CRM systems and interpreting key sales metrics to drive performance.

About Blue Water Shipping

Blue Water is a global provider of all logistics services in modern supply chain management. The company was founded in 1972 in Denmark, and today, Blue Water has over 2,700 employees at 80 offices worldwide. Every Blue Water office combines a strong global network with local expertise, and the company operates in various dedicated business segments.