

# Manager, Commercial – SEA

## Access World Singapore

Access World (100% subsidiary of Glencore PLC) is a global commodities warehousing and logistics business. Access World has its Head Office in Zug, Switzerland and operates in various regions across Europe, the Americas, Africa and Asia-Pacific, each with their own corporate functions including commercial, finance, legal, and operations. The Regional Head Office for the Asia Pacific business is in Singapore and is responsible for China, Hong Kong, Indonesia, Japan, Malaysia, South Korea, Taiwan, Thailand, and Vietnam.

We are a diverse and dynamic company looking for people who are driven, committed, and passionate. We are currently seeking to appoint a self-motivated individual to the role of Manager, Commercial - SEA. Based in Singapore and reports to the Regional General Manager - SEA, the individual will have the relevant skill sets, capable of developing compelling value proposition that foster strong relationships, contributing to Access World global commodities business and services within the South East Asia region.

## Manager, Commercial - SEA

Duties will include:

- Continuously keep the sales pipeline full with deals at various types and stages, including fresh/new (qualified) leads/introductions.
- Engages prospects and customers to present the company's services, always furthering relationships to grow and expand the company's business.
- Responsible for entire sales process up to business implementation and work closely with the relevant departments and country offices in the South East Asia region and beyond as required.
- Review and analyze market information and developments in the commodities sector and work with the Country, APAC commercial team and Regional General Manager – SEA to determine or revise the sales strategy.
- Collaborate with our APAC Commercial Team to support the sales and exchange of leads for our international customers in order to acquire business for the Access World group of companies (e.g. End-to- End Logistics).
- To manage client relationships, build and maintain partnerships with key stakeholders.
- Provide management reporting including business reviews, sales performance, sales planning, meeting and visit reports, etc.

Potential candidates should possess the following attributes:

- Excellent commercial and entrepreneurial flair is critical to the success of this role.
- Proven experience and track record in the third party logistics sector and/or commodity trade business.
- Strong builder of relationships with interest parties.
- Collaborative work style, fostering cooperation and teamwork.
- Minimum 8 years of total working experience with 3 years in direct hunting role.
- Minimum a college degree from an internationally recognized University.
- Good verbal and written communications skills in English.
- Effective interpersonal, negotiation and conflict resolution skills.

Please apply by sending resume to [HR.asia@accessworld.com](mailto:HR.asia@accessworld.com)