



Business Development Manager – Singapore

Established in 1794, Henry Bath is a world leading storage and logistics provider specialising in the storage and shipping of Exchange-traded metals and soft commodities around the globe. Henry Bath is a founding member of the London Metal Exchange and is licensed by the world's premier commodity exchanges, including LME, ICE and CME to issue Exchange-Traded Warrants for metals and commodities.

Overview of Position

The role is a full-time permanent position based in Singapore, with regular travel. You will be responsible for expanding the commercial aspects of current business activities, with a specialisation toward metal and soft commodities products, related markets and other target markets as may be deemed appropriate.

You will elevate and help promote Henry Bath profile in the logistics and warehousing industry in specific locations to become the client's single source global supplier of those services. Additionally, you will support the Henry Bath Management team with new business initiatives, including possible diversification to other products and locations as well as overall team development and office management.

What would you do as our Business Development Manager

Business Development

- Participate in the development of sales/marketing strategies and key engagement plans for existing and new customers
- Lead this developmental process related to metal products and related materials
- Attend conferences and other appropriate forums to promote the Henry Bath brand
- Develop appropriate marketing material
- Work with our head office commercial team in analysing data, identification of business opportunities and revenue streams
- Support the business with geographic expansion plans using supplier analysis metrics
- Recommend other regions for business expansion plans using relevant market data
- Help drive business development and expansion plans

Customer Analysis/Operations Interaction/Support

- Participate with the management team in the development and the implementation of the annual business plan
- Develop operational metrics, including revenue and profit analysis, for each function, warehouse and product category
- Work with the General Manager and operations managers in developing the appropriate product management processes required to service the clients in the metal industry
- Assist the operations managers in the training of employees in the identification and handling of the client's products
- Assist with the management of site capacity
- Analysis of customer decision criteria
- List of potential customers to target for new markets and product storage
- As part of the Henry Bath Team you will take responsibilities for the daily co-ordination and monitoring of resources to ensure tasks and deadlines are met

- Mentor administrative team members in new products and client requirements so as to ensure compliance with client expectations
- Ensure the wider group business needs are covered within the region
- Execution of daily and monthly logistics and Land tasks and reports

Value-Add Activities

- Determine the logistic services that we need to offer to clients and work with internal personnel to ensure the profitable deployment of those services
- Development of various assessorial services that Henry Bath can supply to clients to increase profitability

Financial Responsibility

- Work closely with the regional and corporate team
- Liaise with Head office on outstanding accounts and follow up with the clients as is necessary
- Conduct reconciliations – month end tasks
- Cash flow and Debtor management
- Support logistics

Regulatory Compliance

- Work with the Henry Bath management team to ensure all business activity is fully compliant with all statutory and regulatory practices
- Ensure all internal (Henry Bath) processes, procedures and policies are always adhered to

Health and Safety Management

- Along with the Henry Bath management team – be accountable for the site management of H&S for all Henry Bath employees, contractors and visitors
- Ensure compliance with regulatory, industry and Henry Bath H&S Standards always

Who you are

Proven experience in developing sales and customer account plans with a minimum of 2 years' in a managerial role. You have a great understanding of our current market offer and have the incentive and initiative to develop both current and future relations. As well as the ability to travel as needed to support the business.

Experience & Skills

- Experience in commodities warehousing and/or logistics
- Experience and knowledge of the metals industry, its raw materials and finished products
- Experience of dealing with customs and clearance
- Sales background ideally with some proven track record
- Mandarin/Bahasa Indonesia languages will be advantageous
- Experience in dealing with Chinese based company or work experience in China or SEA

Rewards & Benefits

- Competitive salary
- 14 days holiday + public holidays
- Private healthcare (including direct family)
- Annual Discretionary Bonus

Who we are

We are a diverse organisation who welcome different perspectives helping create an inclusive and forward-thinking culture across the globe with entities in the UK, The Netherlands, Belgium, United States, Singapore and China.