

JOB POSTING

Ocean Reefer Operations and Business Development Executive

1 position

Location : Sirinrat Building, Rama 4, Bangkok

Report to : Director – Ocean Freight

Job Description

- Execute sales plan consistently in view to develop reefer business
- Establish recognition of Schenker in reefer market
- Ensure accuracy and maintain of records on sales activities by preparing regularly report and analysis of reefer sales activities
- Ensure that operational staff of ocean export department is handling reefer operations properly and meeting clients' s service requirements
- Ensure that reefer business is handled profitably
- Ensure that the department's volume and financial targets for reefer business are reached /exceeded
- Study and analyze direct/indirect reefer market
- Identify potential/targeted customers
- Visit targeted customers/joint sales visits visit where reefer's opportunities available
- Prepare and follow up quotations
- Prepare SOP in compilation with customer's loading conditions/practice facilitation. Implement and monitor SOP in coordination with reefer operation staffs. Take counter measures if required
- Provide assistance and support to customers during/after business secured
- Follow up and keep contacts with new/existing clients to ensure their satisfaction and explore new/additional reefer business opportunities
- Coordinate and cooperate with other Schenker Thai Department to develop refer business
- Coordinate and cooperate with Schenker overseas including provision/follow up of sales leads and quotations
- Preparation of sales reefer reports and update list of potential customers' profiles
- Build up Schenker image as an alternative choice/partner for reefer business
- Lead ocean export department staff in charge for reefer business to execute reefer operations correctly and timely
- Assign operational activities and solve problems with/through these staffs in charge for reefer business
- Overall operational responsibility for coordination of reefer business with customers, carriers, terminals, trucking companies and other Schenker department and offices

- Control expenses and maximize profits
- Set up volume and financial targets and ensure that they are met/exceeded
- Ensure compliance with Schenker Thai's ISO standards
- Build up in house reefer service knowledge/competency and train/coach staffs
- Other tasks as assigned by the ocean export department manager

Qualification

- Bachelor Degree or higher
- At least 5 years experience in ocean reefer business – ideally in a similar function with a logistics provider or with a shipping – line
- In-depth knowledge of ocean reefer operations
- Experience in business development

Schenker offers a wide range of career opportunities within our organization, in Thailand or abroad. The salary and bonus programs are attractive and all other benefits (medical insurance, provident fund etc) usually offered by international companies are available here too. All salaries are paid 13 times and a results related bonus of up to 2 months salary is paid in addition each year.

If you are interested in joining a successful and professional team, please send your CV and photo to the e-mail address below. **Please enter as 'subject' the position you are applying for.**

"We will consider English language resumes only"

HUMAN RESOURCES DEPARTMENT

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