

Job Detail

Manager Level

Position Title	[Active at a major foreign airline] Cargo department manager Global environment where you can put your language skills to use!
Recruiter Company	EPS Consultants LLC
Company Name	Company name is private
Activated / Updated	2024-04-19 / 2024-04-19
Job Type	Sales/AE - Corporate Sales Sales/AE - Logistics Sales Sales/AE - Customer Success/Client Success
Industry	
Location	Asia Japan Tokyo
Job Description	<p>As Regional Director of Cargo for a multi-award-winning foreign airline with a customer-centric approach, I lead a dedicated team across Japan and South Korea and develop all cargo commercial and service delivery strategies. - Responsible for execution. The scope of responsibility is wide-ranging, including sales, operational functions, supplier management, and improving service standards.</p> <p>■Service Delivery and Excellence Ensure we provide reliable, consistent and cost-effective services and products to meet our customers' needs. In accordance with contractual obligations, oversee the monitoring of third party outsourcing in cargo handling and cargo aircraft ramp handling to ensure company standards are consistently met or exceeded.</p> <p>■Revenue Generation Develops and leads the execution of a freight business plan that aligns with the company's freight strategy and designated key performance indicators. Regularly review regional revenue performance and direct cargo managers to take appropriate actions to overcome revenue shortfalls.</p> <p>■Safety and Regulatory Compliance Develop and lead a culture of zero tolerance for safety and security incidents. Ensure full compliance with safety, security and regulatory requirements.</p> <p>■Efficiency Improvement Lead regular reviews of commercial and operational business processes to continuously drive efficiency improvements that benefit both our customers and the company. Develop policies and procedures and monitor their effectiveness in response to the ever-changing cargo operations and commercial environment.</p> <p>■Bridging Head Office and Local Sales Teams Collaborate with headquarters to set commercial strategy by providing valuable market knowledge and insight. Provide regular updates to headquarters on key local cargo market information and changes in the competitive landscape. Partnerships and external liaisons</p> <p>■Partnerships and External Liaisons Build and maintain good relationships with the Civil Aviation Authority and applicable regional and national regulatory bodies. Develop and manage relationships with shippers, key industry and trade partners, and associations to ensure the company's interests are fully represented.</p>
Company Info	<p>A Hong Kong-based airline that boasts world-class service and has won the Airline of the Year award multiple times in the past. The cargo division, which underwent rebranding in 2023, operates a total of 20 Boeing 747 freighters. By 2022, it will also utilize the cargo space of 181 passenger planes.</p> <p>More than 1,154,000 tons of cargo were transported. We offer solutions for a variety of cargo, including fresh foods, pharmaceuticals, animals, and dangerous goods.</p>
Working Hours	9:00-17:30 (7 and a half hours of actual work)

Qualifications	<ul style="list-style-type: none"> • Over 10 years of experience in the airline or logistics industry in a sales/marketing role, including at least 5 years in a management position. • Comprehensive knowledge and experience in the air cargo/freight transportation environment You have a demonstrable track record of building, maintaining, and leading teams with multiple locations and multicultural backgrounds. • You have a proven and demonstrable track record of meeting or exceeding sales and profit goals. • Those who are considerate of others and can build good relationships with internal and external parties Written and oral communication skills in English and Japanese. • Those who can communicate in Korean are welcome.
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Native Level
Salary	JPY - Japanese Yen JPY 9000K - JPY 12000K
Job Contract Period	Full-time employment