

## Job Detail

Staff Level

Position Title	Ocean Capacity Commercial Management
Recruiter Company	Michael Page International Japan K.K./マイケル・ページ・インターナショナル・ジャパン株式会社
Company Name	Company name is private
Activated / Updated	2024-05-02 / 2024-05-02
Job Type	Other Job Type - Other Job Type
Industry	Transport/Storage/Logistics
Location	Asia Japan Tokyo
Job Description	<p>The Ocean Capacity Commercial Management person will be formulating FCL and LCL strategies and responding to RFQs based on global policies. In addition, negotiating, adjusting and proposing rate and space with shipping companies and domestic suppliers (partner companies).</p> <p>Description</p> <ul style="list-style-type: none"> <li>* Formulating FCL and LCL strategies and responding to RFQs based on global policies</li> <li>* Setting sales prices based on market demand and supply forecasting and analysis</li> <li>* Negotiating, adjusting and proposing rate and space with shipping companies and domestic suppliers (partner companies)</li> <li>* Maintaining relationships with shipping companies and domestic suppliers</li> <li>* Supplier management including new contracts, evaluations, and regular meetings with shipping companies and domestic suppliers</li> <li>* Accompanying visits to new and existing customers, support when bidding and requesting estimates from shippers</li> </ul> <p>Profile</p> <ul style="list-style-type: none"> <li>* Experience working at a shipping company, NVOCC, and have knowledge of maritime cargo transportation</li> <li>* Strong analytical, negotiation, and problem-solving skills</li> <li>* Can utilize Excel</li> <li>* Intermediate level of English proficiency</li> </ul> <p>Job Offer</p> <ul style="list-style-type: none"> <li>* great career path</li> <li>* diverse, international work environment</li> </ul> <p>To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Maribeth Mockovak on +XX XXXX XXXX (NS phone number)</p>
Company Info	The company is a leading global forwarder providing air and ocean services. Services include standardised transport as well as multimodal and sector-specific solutions, together with individualised industrial projects.
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Fluent(JLPT Level 1 or N1)
Salary	Depends on experience