

## 求人情報

スタッフレベル

ポジション名	Ocean Capacity Commercial Management
この求人情報の取扱い会社	マイケル・ページ・インターナショナル・ジャパン株式会社/Michael Page International Japan K.K.
企業名	会社名非公開
掲載開始・更新	2024-05-02 / 2024-05-02
職種	その他の職種 - その他の職種
業種	運輸・倉庫・物流
勤務地	アジア 日本 東京都
仕事内容	<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>
企業について(社風など)	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.
英語能力	ビジネス会話 (TOEIC 735-860)
日本語能力	流暢 (日本語能力試験1級又はN1)
年収	経験と能力に基づく