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# Example of Air Freight Manager Job Description

Our innovative and growing company is hiring for an air freight manager. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for air freight manager

* Continuously monitors supplier performance and develops improvement plans when required
* Responsible for planning and executing successful implementation of new customers support sales process and visits as necessary to achieve growth targets
* Drives continuous improvement in process flows for Air Import with the Warehouse and Dispatch work streams
* Responsible for financial budgets and department P&L
* Drives continuous improvement process (CIP) initiatives within area of responsibility
* Supports sales process and customer visits as necessary to achieve growth targets
* Creates, builds and maintains relationships with other internal functions
* Drives Continuous Improvement in Process Flows for Air Export with the Warehouse and Dispatch work streams
* Grow business from new and existing customers focused on an assigned group of trade lanes (Asia/Europe-MIA-CENAC) with focus on Business Customers
* Provide guidance/input on US BD/Growth strategy based on market insights

## Qualifications for air freight manager

* Think entrepreneurially, able to build/maintain relationships and be good with numbers
* Driving licence, readines to travel (20-30%)
* Bachelor degree, preferably in related field, such as Business Administration, Marketing, Logistics
* Familiar with all Airfreight systems and tools, incl
* Ability to negotiate, convince and resolve conflicts both internally externally
* 5-10 years related sales working experience