Downloaded from <https://www.velvetjobs.com/job-descriptions/cargo-manager>

# Example of Cargo Manager Job Description

Our company is hiring for a cargo 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 cargo manager

* Structure and implement business and marketing plan to optimize QR revenue and presence in the assigned territory
* Build strong and lasting relationships to key stakeholders within the QR Global Corporate Accounts (GCA) portfolio
* Manage GSA’s in the region based on achievement of clear revenue (and yield) targets for GCA customer accounts
* Initiate and drive development of specific products and/or innovations requested by customers and/or evolving within the industry
* Ensure pricing initiatives are current and following market trends and requirements of the highly competitive environment
* Monitor the quality of service delivery, interface as required with relevant parties to ensure GCA’s receive consistent quality service
* Ensure Process Performance SLA is met as per targets
* Ensure team members individual productivity is met as per targets
* Ensure refresher training of IMDG/CFR49 is conducted half yearly
* Identify high potential team members

## Qualifications for cargo manager

* Operations required
* Finance required
* Team Leadership required
* Building strategic relationships required
* Great customer service & communication skills required
* Ability to influence required