



Example of Cargo Manager Job Description

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Our innovative and growing company is hiring for a cargo manager. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for cargo manager

- Build strong relationships with KN overseas partners
- Establish and maintains productive, close working relationships with all key decision-makers within the assigned customer portfolio
- Working with the Sales Planning department, act as Sales lead in a division-wide strategic account planning process that develops a coherent global Customer Strategy for each assigned account detailing mutual performance objectives, market share and financial targets, strategic initiatives and other sales outcomes for a one to three-year period
- Directs and coordinates the involvement of all related company personnel, including Sales Planning, Marketing, Product, Customer Experience, Sales Support, Contracts, field sales and other functional and regional teams in order to meet Account Plan objectives and customer satisfaction targets
- Act as customer champion by managing the communication flows across the region ensuring currency and relevant awareness of customer needs and expectations, committed performance standards, satisfaction levels, risks and opportunities
- Leads solution development efforts by coordinating the involvement of company personnel and other resources
- In accordance with the QR Cargo Sales policy, drive loyalty and business retention through the application of an extensive sales tool kit, such as customised incentive mechanisms, to maintain and grow the partnership
- Manage a field /Telesales team with the aim to achieve /surpass the targets set

- Maintain and increase customer base and revenue in Colombo, Develop and manage the field sales /Telesales teams

Qualifications for cargo manager

- Prepare/deliver presentations
- 5+ Years Cargo, warehouse or related operations
- Must be legally authorized to work in Hong Kong / Singapore for any employer without sponsorship
- Finance and P & L required
- 2 years in logistics, operations, business management or related field required
- Develop advanced financial models and conduct analysis using a broad range of quantitative tools and techniques (trend analyses on past financial and operational performance, root cause analyses, analysis of profitability drivers, scenario modelling for future options, unit-cost benchmarking)