

# Join US!

## Executive/Snr. Executive (Trade-Reefer)

### Responsibilities ;

- Monitor performance of the assigned locations in terms of volume, revenue and margin for both inbound & outbound.
- Monitor utilization of special cargo (reefer) from the assigned location as well as the assigned services.
- Fine-tune customer/commodity mix to improve reefer business and company service profitability.
- Monitor the distribution of reefer volume to ensure that locations are moving cargo to the proper direction (port-pair mix) and also fill up BSA on RCL service network.
- Approve rate, free time and local charges as per guide line/policy given by trade manager/service owner.
- Propose rate for Regional Account bidding.
- Resolved and followed up on marketing matters day-to-day with locations and concerned departments.
- Produce other marketing reports as assigned by trade manager or service owner.
- Supervise junior staff in the same team to smoothly handle the job.

### Qualifications ;

- Bachelor's degree in Maritime, Business, Logistics, or a related field.
- Minimum 3 years experience in sales/marketing in a Shipping industry focusing on reefer cargo operations.
- Should have a mathematical background and good command of both written and spoken English.
- Able to use MS Word, MS Excel, MS Powerpoint, Power BI.



Apply Now

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