

KUEHNE+NAGEL



Asia Southbound Trade/Pricing Specialist Sea Logistics

Kuehne + Nagel
Manukau & East Auckland
Manufacturing, Transport & Logistics
Freight/Cargo Forwarding
Full time

Job description

This is an exciting role based in a tight knit team within our larger Sea Logistics department. This role will be responsible for handling the procurement and trade for Import Sea ex Asia, while monitoring yield and allocation, creating, and maintaining carrier relationships and managing tenders.

Please note: As this is a newly created role, the below tasks and responsibilities are a guideline only and may be adjusted as the role develops.

Your main tasks & responsibilities;

- Drive the growth and development of Asia Southbound trade
- Participate actively in carrier allocation and space negotiations in line with the company's policy
- Monitor carriers as well as origin/destination booking performance against agreed allocation and take corrective measures when required
- Maintain and build strong relationships with carriers and both existing/potential customers to ensure retention and growth
- Negotiate with carriers for specific named accounts
- Understand country's needs and negotiate specific requirements with target carriers, e.g. space protection/allocation, free time on demurrage and detention etc.
- Obtain and maintain port to port Sea Logistics rates with carriers based on market analysis and knowledge and also uploading related contracts into sea rates
- Ensure efficient flow of information concerning carriers and market development to all involved stake holders
- Identify opportunities to increase the profitability by targeting new customers and/or increasing business with existing customers
- Escalate and Assist in Resolving Operational Issues

We are looking for someone with;

- 3+ years' experience in Sea Logistics freight forwarding or shipping, and an extensive understanding of the New Zealand international forwarding market
- Prior experience in handling the Asia Southbound trade either in a shipping line or freight forwarding background is preferred
- Exposure to rates and/or costings in a similar position within a freight forwarder or shipping line
- An exceptional eye for detail, methodical and accurate
- Commercial & strategic acumen, with an ability to maximize profit, enable volume growth and think outside the box
- Strong time management, being comfortable working towards tight deadlines and remaining calm under pressure
- Strong computer skills with an aptitude for picking up new computer systems quickly
- Proven success in building positive working relationships both internally and externally
- Leadership experience will be of benefit, however not essential

Why work for Kuehne+Nagel?

You will join a hard-working and passionate team in the midst of an exciting period of change and growth. We provide;

- Opportunities for career development and progression within a successful global organisation
- Fully subsidised health insurance for yourself and immediate family (visa dependent)
- Employee Assistance Program (EAP)
- 24/7 gym membership
- Flexible working arrangements
- Social club, Friday drinks, wellness initiatives and and a great company culture!

*Please note - we will only accept applications from those with current NZ working rights and will only contact those who have progressed to the next stage of the recruitment process.

With over 82,000 employees at some 1,300 locations in over 100 countries, the Kuehne + Nagel Group is one of the world's leading logistics companies.

As an employer, Kuehne + Nagel stands for equal opportunity and we are committed to diversity in our teams. We believe that you can make a valuable contribution to Kuehne + Nagel and look forward to receiving your application

Contact: Knnz.recruitment@kuehne-nagel.com