

Commercial Manager Ocean Freight

Access World USA

Company

Access World (100% subsidiary of Glencore PLC) is a global commodities warehousing and logistics business. Access World has its Head Office in Zug, Switzerland and operates in various regions across the Americas, Europe, Africa and Asia-Pacific, each with their own corporate functions including commercial, operations and finance.

What to Expect

We are a diverse and dynamic company looking for people who are driven, committed, and passionate. We are currently seeking to appoint a self-motivated individual to fill the role of Commercial Manager Ocean Freight for the USA. Reporting to the Commercial Director, this role is based in Baltimore, Houston, Los Angeles or New Orleans and forms an integral part of the overall commercial function for the US business. The commercial team covers all areas of commercial and customer service activities including logistics, storage and value added services for the commodities sector. This role will work in collaboration with the global ocean freight desk and is charged with the development and execution of a commercial ocean freight strategy for the US aimed at increasing the volume of direct freight bookings.

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To drive the overall ocean freight bookings, logistics sales and marketing which may include but is not limited to the following:

- Develop new business opportunities and maintain excellent relationships with existing customers and service providers
- Attract business through the most effective channels: cold calling, conferences, setting up targeted client meetings, utilizing the Access World network etc.
- Ownership of the budgetary targets
- Prepare meeting and/or presentation materials for internal/external purposes
- Handle Freight and Transport inquiries for both Breakbulk and Containerized shipments
- Working with global commercial and freight teams to share information, drive efficiencies and develop optimal customer solutions
- Assist with projects and perform other duties as required

Potential candidates should possess the following attributes:

- High School Diploma (Associates Degree or higher is preferred)
- Minimum 5 years work experience in a Freight Forwarding or NVOCC environment, with a minimum of 2 years sales experience. Experience in barge logistics is a plus
- Knowledge and experience in warehousing and/or commodities markets preferred
- Excellent written and oral communication skills, including the ability to effectively communicate with all levels of the organization
- Strong computer skills; Proficient with Microsoft Office Suite including Excel, Word and PowerPoint
- Ability to multi task and handle multiple and changing priorities within agreed timeframes
- Superior organizational skills and ability to work in a fast paced and deadline driven environment
- Solid problem-solving skills and the ability to exercise critical thinking
- Self-motivated; ability to work independently to complete tasks
- Detail oriented
- Compliance and risk management culture

Please apply directly to the email address below:
AWRecruiter@accessworld.com