

Mediterranean Shipping Company (UK) Ltd

Job Opportunity

Position:	NATIONAL SALES MANAGER NVOCC
Department:	SALES
Reporting To:	GENERAL MANAGER SALES
Location:	SOUTHERN OR MIDLANDS BASED
Date Posted:	2nd JUNE 2008
Closing Date for Applications:	20th JUNE 2008

Brief Overview of the Role

Reporting to the General Manager Sales, to liaise with Export and Import Trade Development Managers to ensure maximum support from NVOCCs throughout the UK. To negotiate rates (with trade approval) and manage these major customers and build a strong relationship with their key offices throughout the UK. To produce reports and statistics as required. To provide the necessary communication to ensure efficient dialogue between the NVOCCs and MSC. To build and maintain strong relationships with the Area Sales Managers and to gain their support in the efforts made with the relevant NVOCC and key regional offices.

Key Objectives for this Role

- Acquire new clients to the business and maximize profitability of these and more established relationships
- Increase sales revenue generated from new and existing clients
- Maximise operational efficiency and the elimination of cost/waste/loss
- Improve customer satisfaction through the delivery of excellent customer service
- Contribute to a positive climate through a positive attitude to work and support for colleagues and other team members

Key tasks & Responsibilities

- Retain existing customers, develop new business and push for MSC as core carrier where possible.
- Maintain realistic target accounts and push for additional support
- Keep relationships as close as possible with frequent meetings, entertaining, telephone and written communications.
- Nurture accounts and supply updated rates, information on new/changed services and assist with resolution of operational problems as needed.
- Prepare preplans, sales reports and other written communications as required.
- Increase MSC's TEU lift and revenue from both existing and new NVOCC clients.

Skills Required for this role

Strong computer skills.
 Knowledge of budgetary processes and ability to work within budgets with little supervision.
 Proven sales ability
 Proactive, analytical and result driven.
 Full clean driving license is essential.

Level of Experience Required for this Role

Good working knowledge of the UK NVOCC offices and their organization.
 Sales related experience in a Key Sales Role.
 Ability to work on own initiative.
 Ability to work in a team environment.