Position: Line/Trade Manager

Company Overview

A world leading shipping and logistics company.

MSC Mediterranean Shipping Company is a global business engaged in the shipping and logistics sector. Present in 155 countries, MSC facilitates international trade between the world’s major economies, and among emerging markets across all continents.

Founded in 1970 and headquartered in Geneva, Switzerland, since 1978, MSC is a privately-owned organisation. A world leader in container shipping, MSC has evolved from a one vessel operation into a globally-respected business with a fleet of 560 vessels and more than 70,000 staff.

MSC delivers goods and services to local communities, customers and international business partners. With access to an integrated global network of road, rail and sea transport resources, the company prides itself on delivering global service with local knowledge.

Through a network of 493 offices, MSC ensures that shippers can talk directly to our representatives, as well as using a variety of e-business solutions for digitalized cargo bookings. Responding to the needs of our customers, MSC is a major driving force behind the evolution of smart containers in our industry, helping to set the standards for digital shipping.

MSC calls at 500 ports on 200 trade routes, carrying some 21 million TEU (twenty-foot equivalent units) annually, via a modern fleet, equipped with the latest green technologies.

Over the years, MSC has diversified its activities to include overland transportation, logistics and a growing portfolio of port terminal investments. Today, our focus remains true to our roots and we continue to build and retaining long-term trusted partnerships with customers of all size and scale.

We Offer

Based in MSC’s Singapore Regional Office, the Trade Management Team is responsible for implementing of container liner business developments and activities.

In this position, the incumbent will have opportunities to display their abilities, acquire skills and knowledge in the following areas:

- Be part of the dynamics of Asia to Mediterranean trade
- Executing and follow through of commercial liner policies
- Work alongside senior & middle management across diverse culture and cross functional teams
- Interpersonal, influencing and negotiation skills
- Statistical and Analytical skills
Key Responsibilities

You have the ownership and responsibility of managing the Asia to Mediterranean trade activities by:

- Develop strategies and growth plans
- Implement line polices
- Achieve budgets/targets set by management
- Prepare and present business propositions
- Recommend service enhancements and/or service deficiencies to enhance service capabilities
- Optimize costs and operational performance
- Monitor of agencies commercial results and achievement of KPIs
- Use Microsoft power bi tools or/ analytical tools to monitor performances and business expectations

Candidate Requirement

- At least university degree holder
- At least 5 years’ work experience in Liner Commercial business; with Managerial expertise
- Possess the following skills:
  - Results Orientation
  - Decisiveness
  - Strong Interpersonal Drive & Energy
  - Customer Driven
  - Working & Managing as a Team
  - Building Relationships & Networks
- Demonstrate competencies in:
  - Commercial Acumen
  - Ability to establish and effective working procedures and policies within the region
  - Effective communicator
  - Analytical mindset with the ability to use Microsoft analytics tools (Power BI)

Remuneration:

Successful candidates can expect an attractive salary package commensurating with experience and skill set.

Appropriate training will be provided to supplement and enhance the individual's ability to perform in their responsibilities.

Job Application:

Interested candidates, please enclose your complete resume and indicate your earliest availability and send your resume to sg413-sqaro.jobreplies-doc@msc.com.

Application Deadline: 31 August 2020
Why join MSC?

Purpose
With a career at the forefront of international trade, you never pause to question the significance of your contributions. You simply know. People depend on your decisions for their logistical needs. This means your expertise ensures millions of cargoes are transported safely. So if you want a career larger than yourself, we offer a purpose that is the heartbeat of the world economy.

Opportunity
You will embark on a great journey with excellent career development opportunities in a global organization. You will have the opportunity to work and communicate across geographical and cultural borders that will enable you to build a strong professional network, as well as develop effective and efficient communication across diverse cultures.

Variety
When it comes to charting careers, MSC has plenty to offer. Whether your passions lie in strategic commerce or logistical operations, you will discover a niche amongst MSC’s widespread corporate functions. As soon as you settle in, you will benefit from the wealth of experience that our various managers offer. In a company like MSC, exciting challenges await you!

Ambition
MSC’s reputation today was acquired through decades of distinction. Our achievements within the highly competitive container shipping industry has molded us into a benchmark for distinction. These were made possible by the people who aspire towards excellence. We offer the opportunity to have an accomplished shipping line invest in your professional journey for excellence. Share our vision: join our endeavor to be outstanding.