



OPPORTUNITY:

BUSINESS DEVELOPMENT MANAGER

LOCATION: SHANGHAI

DGF Brazil is searching for a Business Development Manager **for cargo route development from Asia Pacific to East Coast South America based in Shanghai**.

Requisitions:

- Bachelor degree in Foreign Trade or similar areas
- Min 5 years experience with ocean freight in the forwarding industry
- Fluent in Portuguese, English and Cantonese/Mandarin
- Availability to live in China for at least 2 years

For application, please access the link below:

http://www.dpdhl.jobs/job/shanghai-nongchang/business-development-manager/1886/9970335?utm_source=email&utm_medium=social_post&utm_campaign=Deutsche_Post_DHL_social



Main Activities:

- Supports and drives the ocean freight business development between ASPA (Asia Pacific) and SAEC (South America East Coast).
- Provides sales guidance and pricing strategies for business growth according to key commercial strategies.
- Supports the development of other transport related products such as Customs House Brokerage services and domestic ground transportation.
- Provides implementation and operational support for new business
- Makes essential and healthy business decisions about price quote for B/C business.
- Provides direction, orientation and training to Greater China and other ASPA countries customer service, operations and commercial teams regarding the SAEC business structure, import regulations and country particularities.
- Gives direction, orientation and training to SAEC about Greater China and other ASPA country structure, customer service, operations and commercial teams, regulations and country particularities.
- Provides training and orientation to Chinese and other ASPA shippers who export to SAEC in regards to country import regulations and particularities.
- Exercise the authority to act on behalf of Ocean Freight product at DHL DGF Argentina and Brazil, including promotional rates to customers, carrier choice etc.
- Provide pre-alert of changes in the SAEC regulations, procedures and organization.
- Advise DHL DGF China, Argentina and Brazil colleagues regarding desired procedure and service improvements in doing business.
- Facilitates efficiency in conducting business between China as well as other APAC countries and SAEC.
- Acquires business intelligence on Greater China and other ASPA countries market, operations, products and organization to help promote the cooperation between the two regions.
- Act as emergency / escalation contact between China and other ASPA countries and Argentina and Brazil.
- Provides monthly progress reports about volume growth, customer pipeline, pricing and capacity and operational challenges etc.
- Keeps weekly proactive contact between the two regions