



## JOB POSTING : EXPORT ACCOUNT MANAGER

### COMPANY PROFILE:

Ray-Mont Logistics is a company in full expansion which specializes in the operational logistics of international business. Dominating its industry for nearly fifteen years, the company establishes its credibility based on its unparalleled service, the capacity to be innovative and on its flexibility. Conscious of the market realities, Ray-Mont Logistics plans to further develop its customer base to a significant degree during the coming years and to heighten its many business opportunities.

### OPPORTUNITY:

Under the supervision of the Director, International Logistics, this position, offers exciting challenges and many advancement possibilities for the chosen candidate. A true launching pad for a professional career, this position combines both strategic and operational concepts. The scope of the Account Manager position will take an incremental role in the following years, creating more responsibilities within this opportunity.

### MAIN SPECIFIC TASKS:

1. Develop and maintain excellent relationships with customers (the ocean carriers) and all internal departments.
2. Maximize sales and profits to meet targets, and minimize losses and errors.
3. Develop targeted annual budgets for each customer; develop monthly reports to track progression.
4. Coordinate with the ocean carriers all rolling, splits and diversions.
5. Manage resolutions of issues and provide technical and sales support to customers.
6. Process and coordinate all claims received by customers and invoices received by carriers.
7. Produce weekly and monthly sales and booking reports.
8. Ensure continuous improvement of the internal work processes.
9. Sustain the progression of the competitive position of the work team.
10. Manage pricing and margins within the list of costumers according to pre-established targets.
11. Other related tasks as assigned by the Director of International Logistics.

### REQUIRED SKILLS:

- Minimum of 3 years experience in the Freight Forwarding industry and/or related ocean export experience.
- Bachelor degree in a related field.
- Ability to work cohesively as a team member
- Interacting and building positive working relationships within the various departments.
- Tolerance for stress and ability to work in a fast paced environment
- Strong negotiation and relationship management skills
- Demonstrated ability to multi-task
- Self-motivated and self-starter
- Demonstrated ability to be flexible, prioritize work and follow instructions
- Must have confidence, strong organizational, time management, and follow through skills
- Must have the flexibility to work overtime when necessary and seize opportunities

### OTHER SKILLS AND ABILITIES:

Ability to read and interpret financial reports and have good acumen working with numbers and complex situation

No travel required

To apply: please send your resume at [rh@ray-mont.com](mailto:rh@ray-mont.com).

Thank you for your interest in joining Ray-Mont Logistics. Please note that only selected candidates will be contacted.