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| JD – Pricing Executive |

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| **Company Name** – Boltcargo (India) Pvt Ltd | **Company link** - [www.boltcargo.com](http://www.boltcargo.com) |
| **Location –** Mumbai | HO | **Department** – Sales and Business Development |
| **Title** – Pricing Manager | **Designation -** Pricing manager |
| **Grade – 2** | **Experience-** 7+yrs. minimum |
| **Reporting-** Head of Sales and Business Development | **Qualification-** Graduate in any discipline + MBA / PGDM Marketing |

# Job Summary

Understanding of the right carrier for various trade lanes, to get the right price at the right time so as to get the best revenue and volume for growth of Bolt Cargo. Acting as a mediator between carriers and internal customers (Sales and Customer Service)

# Working Relationships

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| **Internal** | **Purpose** |
| Reporting Manager | For discussions on upcoming project finalisation Escalations for unresolved matters |
| Marketing / KAMs / Customer Service | Involve in Turnkey / project business / LOT business/Project movement and coordination with carrier for special rate arrangement on long term or basis the requirement of Project.  Assisting team for timely Responding to rate / booking related enquiry Sorting escalation issue from CS / MKTG and any other DET or agent at destination related issues.  Analysing market situations in different sectors.  Discussing the upcoming project and volume customer , potential customer and accordingly guiding and working on them through team mates |
| Operations | Coordination regarding feeder / Space issue / booking escalation / DET DEM issues / Projection and pre alret to carrier for upcoming week  **Sector related development / Detention costs waiver possibilities and BIZ promotion** |
| International Pricing / BDM | Interaction regarding t/s, destination cargo acceptance and 2nd / 3rd Leg slot rates, etc . |
| Finance & Accounts | Matters on Invoice / Freight dispute / Charges if any  Extending the assistance regarding brokerage  Co-ordination regarding profit or loss of business matters |
| **External** | **Purpose** |
| Main line carriers and feeders | To coordinate and to develop good relationship with the carriers and feeders, in order to seek support to Bolt Cargo with best of price, service and cooperation.  Add more carrier than existing carriers with growth In volume and sectors of Bolt Cargo.  Developing the strategy for different carriers regards to ports and support to various regions in the interest of Bolt Cargo as though they are partners , the carriers are equally competitors as well . |

# Key Responsibilities and Tasks

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| **Performance Dimensions** | **Key Tasks Responsibilities** |
| Pricing finalization & Carrier relationship  management | * **Monitoring the b/m task functions of Pricing manager :**   1. Promptly attending and responding to enquiries from Customer Service/ Sales / Agents   2. Acquiring the quote on the Ocean freight Rates from different   Shipping Lines in accordance with the Shipper's request   * 1. Quoting on an enquiry /project considering all the price factors in count as per the Management/Company guidelines   2. Getting confirmation from the CS team about the business from the customer.   3. Negotiating with carriers to get the best price. * Meeting carriers / feeders at regular intervals -   - to discuss the present and upcoming aspects for increase of support to Bolt Cargo Business   * to resolve the issues with carrier / feeders |
| Coordination with other functions | * **Involving self in b/m issues for escalation in not resolved by respective concerns**   1. Coordinating with Marketing and CS Team in order to provide smooth functioning of Pricing channels   2. Coordination with Operations team for space / loading related issues   3. Interaction with the Documentation team to resolve Carrier related issue like Invoice / FRT dispute / charges and Service related matters * Coordination with booking desk for pending issuance of booking |
| MIS, reporting & Market analysis | * Analysing team reports regarding enquiries, conversion / non conversion of those enquiries into actual business, analysis of trends, etc. * Analysing trends for individual loading port / volume / market situation, etc and discussing these observations with GM - Business Development, Operations, Pricing - Domestic * Carrier Steering – Identifying key carriers for each trade and working with the Pricing team to steer volume to these carriers giving us volume advantage to negotiate better rates. * Analysing the loading and booking volume details on weekly basis and accordingly coordinating with team mates for boost up of volume |
| Managing Team | * Coordinating with the Domestic Commercial team on escalation on day-to-day issues, enquiries, bookings, etc. * Setting targets for the team and the team members * Allocating assignments and proper resources * Handling conflicts and setting priorities for the team members ● Guiding team members on resolving issues of rates, bookings, etc. ● Motivating the team members to perform better |

# Special physical, psychological and work life balance demands of the role if any

The profile requires frequent travelling within India. This profile requires extensive communication and coordination thru e-mail and telephone. It may also require long / odd hours of working as well as working on weekly offs / office holidays.

# Competency Requirements

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| **Educational**  **Qualifications/Exp.** | **Technical/ Functional Knowledge and skills** | **Behavioural and Leadership competencies** |
| Min Graduate of any discipline with 5 to 7 yrs of relevant experience | Thorough knowledge of shipping line industry, ODC technical aspects, Documentation, Port and other Operational aspects impacting Pricing. | 1. Commercial acumen 2. Negotiation skills 3. Problem Solving skills 4. Leadership Orientation 5. Customer Service Orientation |