

CAREER OPPORTUNITY



Date Posted: 8 February 2010

Job Positions:

● Senior Manager/Manager, Sales & Marketing (Contract Logistics)

Key Responsibilities:

- Source for and build up a pool of preferred potential customer base.
- To assist in the preparation of proposals and quotations in response to customer's enquiries or tenders.
- Sales and Marketing of third party logistics services and supply chain solutions to MNC clients.
- To carry out research and market intelligence work to facilitate formulation of marketing plans and strategies.
- To maintain good and professional contacts with existing and potential customers.
- To follow-up and facilitate a smooth implementation of contractual agreement.
- Manage key accounts' relationship and business growth.
- To perform any sales and marketing duties, including ad-hoc and special projects.

Key Requirements:

- Candidates must possess at least a Bachelor's Degree (or the equivalent), SIPMM qualifications added advantage.
- Candidates must have at least 5 years experience in sales in the 3PL/logistics industry and/or experience in Consumer industry.
- Candidates with B2B experience in Sales and Marketing, Business Development and Account Management in related industry preferred.
- Position to be based in Singapore/Bangkok/Kuala Lumpur.

CAREER OPPORTUNITY

● Senior Manager/Manager, Warehousing & Distribution (Contract Logistics)

Key Responsibilities:

- Lead and manage day-to-day warehousing, kitting and distribution operations for MNCs clients at managerial level.
- Manage cost reduction programmes.
- Responsible for customer relationship management.
- Responsible to meet operational key performance indicators.
- Ensure efficient management of warehouse operations, system & service providers to meet customers' requirement.
- Manage existing operations and seek for continuous improvement.
- Manage new project/business opportunity arising out of existing account.
- Manage process management and operations improvement programme management.

Key Requirements:

- Candidate must possess at least a Bachelor's Degree (or the equivalent), SIPMM qualifications added advantage.
- At least 5 years of working experience in the related field is required.
- Knowledge in third-party logistics services or supply chain management.
- Manage an operations team of staff.
- Possess strong leadership qualities.
- Proficient in computer software such as Microsoft Office and Warehouse Management System (WMS).
- Preferably managers specialising in Logistics/Supply Chain/Warehouse Management.

Interested applicants are invited to send detailed resume and mail to:

Mr Sudheendra V

Sr. Consultant

Singapore Professionals' & Executives' Co-operative

141 Market Street, #02-00 & #12-00

International Factors Building

Singapore 048944

Tel: 62210229 Fax: 62230632

Website: www.spec.org.sg