



Ocean Freight Pricing Manager

Position Summary

The leader of our Ocean Pricing Execution team will be responsible for the people management and overall performance of the ocean pricing shared service. Pricing opportunities range from transactional quotes to large, complex global RFQs. This position will also be the key pricing liaison to the sales and business development teams around the globe.

Responsibilities

- Manage the performance and results of a team of pricing analysts in Memphis with the intention of pricing at market levels to win business
- Establish, negotiate, and execute processes and service level agreements with Ocean carriers that meet the pricing needs of commercial resources and enforce compliance to company policies and relevant regulations while meeting our contractual commitments.
- Collaborate with teams around the globe to continuously improve processes, build tools, and share best practice for pricing
- Develop and mentor team members on an ongoing basis in accordance with our performance management process
- Work closely with global sales team and satellite offices to identify and capitalize on strengths/overcome weaknesses in terms of pricing and service compared to our competition

Essential Functions and Job Duties

- Manage annual RFQ process to ensure continuous improvement, competitive Ocean rates and accessorial costs.
- Provide appropriate pricing for products and services to customers by applying the department's guidelines, performing profitability analysis, and suggesting optimal pricing.
- Deliver informed decisions about the appropriate price points for various carrier routings based on the analysis of internal, external data and customer needs.
- Respond to spot shipment rate requests in a timely manner and implement tariffs when applicable.
- Serves as liaison between Sales, Clients and Operations for any questions regarding pricing.
- Identify opportunities for improving pricing and profitability of existing accounts
- Follows industry developments and competitor pricing strategies that may affect pricing structures, and provides tactical and strategic responses
- Analyzes shipment volume and revenue to determine effectiveness and profitability of pricing strategies
- Negotiate competitive pricing from transportation vendors on individual shipments or lanes as needed.
- Creates and maintain client rates on Cargowise one.
- Manage rates within CargoSphere Rate management system and provide training to other staff.
- Identify opportunities for improving pricing and profitability of existing accounts

- Provide daily oversight and functional guidance, advice and/or training to less-experienced pricing professionals.
- Initiates profitability analysis and develops plans to increase profitability and maximize yield on specific accounts

Required Qualifications

- Five or more years previous global forwarding operations, sales, and/or pricing experience, including at least three years of people management experience
- Strong negotiation skills and ability to overcome objections
- Demonstrated verbal and written communication and multi-tasking skills, including excellent project and meeting management
- Bachelor's degree (BA) from four-year college or university; or three to five years related experience; or equivalent combination of education and experience.