

# Join US!

## Snr. Manager (Business Development)

### Responsibilities ;

- Research and identifying new business opportunities, to manage backhaul & primary margin ensuring that they will achieved target.
- Provides design expertise with specialized ability to create and make recommendations to ensure the successful outcome of projects while displaying a customer-centric focus.
- Leads analytical support on pursuit, implementation, consulting, and re-engineering projects.
- Typically projects are large and complex. Projects may be transformational in nature, with less defined scope.
- Designs new tools and processes for Integrated Shipping/ Logistic Design discipline.
- Incorporates appropriate skills into design work (e.g., statistics, operations research, organizational behavior, finance, accounting, information technology, etc.).
- Presents large, complex, multi-discipline solutions.
- Supports continuous improvement initiatives through development and validation of innovative shipping/logistics design solutions.
- Provides accurate data that can be used for continuous improvement and/or business pursuit activities.

### Qualifications ;

- Bachelor's Degree or higher degree in Business, Marketing, Supply Chain, Logistics, Engineering, or related field.
- At least 7 years' experience in Sales, Business Management, Project Management or Business Development.
- Being able to work independently and under pressure with business-partner.
- Good command in English.



Apply Now

[talentacquisition@rclgroup.com](mailto:talentacquisition@rclgroup.com)



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