

## Détail de l'offre : Key Account Manager (Chinese Accounts)

<b>Partenaire</b>	
<b>Référence</b>	20D1591665886
<b>Titre</b>	Key Account Manager (Chinese Accounts)
<b>Description du poste</b>	<p>1. □Maintain and develop assigned portfolio (Chinese Key Accounts) to reach the Budgeted assigned objectives.</p> <p>2. □Make sure daily service delivery is conform and aligned to customer's expectation</p> <p>3. □Overview the quality/ execution of operations for this account</p> <p>4. □Manage the Sales and Customer Service for the sole account across the different contracts and activities (international freight, Customs Clearance, Logistics and land deliveries) and coordinate with the different depts for spotless execution</p> <p>5. □Be the first point of escalation for all key customer inquiries</p> <p>6. □Prepares and head weekly KPI reviews across the different activities mentioned</p> <p>7. □Overview the weekly aging of SOA for this account</p> <p>8. □Head new products offers</p>
<b>Type de contrat</b>	Emploi
<b>Métier</b>	Commercial / Ventes
<b>Société</b>	Bolloré Logistics Philippines Inc.
<b>Description de la société</b>	<p>Bolloré Logistics is a global leader in international transport &amp; logistics. Constantly adapting to its customers' changing needs, the company has enriched its expertise to become a tier-one supply chain partner and one of the top 8 transport and logistics companies in the world with the largest integrated logistics network in Africa. Bolloré Logistics delivers custom-fit solutions with a high added value that draw on an in-depth experience and understanding of different industries, as well as the constant quest for improvement and optimisation that is central to the company's own culture and values.</p> <p>Bolloré Transport &amp; Logistics brings together four traditional businesses of the Bolloré Group. Bolloré Ports, Bolloré Logistics, Bolloré Railways and Bolloré Energy are four areas of business and expertise that now work together to satisfy our global clients. Bolloré Transport &amp; Logistics makes all of its areas of expertise available to its clients, including construction and operation of port terminals and railway lines, freight forwarding and Oil logistics, based on the expertise of 36,000 employees in 105 countries.</p> <p>Bolloré Logistics matches the needs of import and export companies around the world, providing complex supply chain management solutions for major groups and international shipment services for SMEs. Its global offer is built around its comprehensive and integrated expertise in five services:</p> <p>Multimodal Transport / Customs and Regulatory Compliance / Logistics / Global Supply Chain / Industrial Projects</p>
<b>Pays</b>	Philippines
<b>Profil recherché</b>	<p>□Must possess any Bachelor's Degree or Logistics &amp; Transportation</p> <p>□Has at least minimum of five (5) years' work experience, multi-cultural MNC environment, and at least three (3) years' work experience in Logistics and Forwarding business</p> <p>□Experienced work with Chinese SOE a plus</p> <p>□Strong analytical and management skills</p> <p>□Strong communication skills, written and presentation skills in English</p> <p>□Excellent team working and leadership skills</p> <p>□Strong PC skills in Microsoft Word, Excel and Powerpoint</p> <p>□Goal oriented, motivated self-starter with excellent organization skills and ability to multi tasks</p> <p>□Outspoken, Strong People Skills</p> <p>□Ability to provide value added business solutions and alternatives</p> <p>□Mandarin speaking is a must</p>
<b>Expérience</b>	Expérimenté (3-10 ans)
<b>Secteur</b>	Transports
<b>Disponibilité</b>	1 mois

Langues    Anglais  
              Chinois (mandarin)