



## Account Manager

Hamburg Sud ranks among the major providers of global ocean transportation and employs more than 4000 employees worldwide. Our organisation in Australia has an exciting opportunity for an Account Manager based in Melbourne.

### **Responsibilities are varied and involve the following key areas:**

- Maintain existing client base, solicit new business, sell increased rates and Hamburg Sud's global perspective
- Liaise with Pricing in all designated areas and confirm rates to clients
- Liaise with Logistics and Client Service Unit departments and send and maintain communication with overseas and interstate offices
- Attend weekly sales meeting, report competitors activities, weekly preplan, relevant trade issues and contribute to the weekly sales report
- Attend industry and company sponsored functions
- Establish sales budget and update quarterly, and attain goals of budget
- Assist Sydney accounts collect outstanding monies from our client base
- Assist in the compilation of commercial reports, forecasting and attendance at conference calls

### **Essential Skills include:**

- A strong business experience in shipping or related industries
- Excellent verbal and written communication capabilities
- Ability to work to tight deadlines
- Sound analytical and problem solving skills
- Strong quantitative and PC skills
- Successful completion Year 12 HSC
- Deep commitment to client needs
- Valid drivers license

**Interested applicants with full work rights in Australia please email resumes to [HR@au.hamburgsud.com](mailto:HR@au.hamburgsud.com).**

**Only shortlisted candidates will be contacted**