

## **Business Development Coordinator**

- Work for an industry leader
- Dynamic team culture
- Career opportunities

219 modern ships, 7.6 million TEU (Twenty-foot Equivalent Unit) transported per year, around 13,000 motivated employees in 126 countries. **Hapag-Lloyd** is a leading global liner shipping company and a powerful partner for you.

We are currently seeking an experienced **Business Development Coordinator** within our Sales team. This position is based within our busy Australian head office in Pyrmont, Sydney.

As the **Business Development Coordinator**, you will be responsible for but not limited to the following duties:

- To Secure and Develop business for Hapag Lloyd from Small to Medium sector
- Responsible for portfolio of accounts, volume, revenue, growth
- Develop and Expand current business from a portfolio of small to medium accounts
- Identify and quantify new small to medium accounts
- Conduct Telephone sales to current portfolio and target accounts.
- Carry out quotations and follow up calls to gain business
- Sell E-Biz solutions to clients
- Create, and maintain Rate agreements (RA's) in internal systems
- Monitor accounts performance through internal reporting
- Update and maintain client details in Customer Relations Management (CRM).

Requirements:

1. Experience in the liner shipping business or forwarding is preferred
2. Computer Literate (Microsoft Office Suite)
3. Ability to take initiative and work under pressure
4. Attention to detail, analytical, systematic and efficient way of working
5. Ability to work in a team
6. Good command of English, written and verbal

In return, we are offering a competitive remuneration package and ongoing training support.

If you are interested in this fantastic opportunity, please send your resume to the Human Resources Department at [hrau@hlag.com](mailto:hrau@hlag.com)

Application will be treated with strict confidence.

**Closing date for applications is 15<sup>th</sup> March 2019.**

Only short listed candidates will be contacted.