

Combining the strengths of our parent companies, Hyundai Glovis Ltd. and Stena AB – Stena Glovis SE's ambition is to become Europe's Leading Finished Vehicle Logistics Provider of Short Sea, Ferry and Deep-Sea services.

With over 100 vessels trading across a Global Deep-sea and European Short Sea & Ferry Network, Stena Glovis SE is uniquely placed to build a best in class finished vehicle logistics operation and delivering a unique value proposition to our customer base. Headquartered in Hamburg, Germany, with a sales office in Bremen, Stena Glovis SE is currently ramping up for the next phase in our growth.

We are looking for a new **"Inhouse Pricing Manager"** for our commercial office in Bremen for central European markets.

## **Your task**

- Handle all kind of spot price inquiries for liner cargo
- Face to the customer for all pricing matters
- Nurturing existing and attracting new clients
- Developing a solid and trusting relationship between major key clients and company in the liner market
- Assisting the negotiation of contracts with clients
- Developing a complete understanding of key account needs
- Analyse pricing data and develop market-oriented freight tariffs/spot rates for OOG/High and Heavy cargo
- Exercise good communications between key clients and internal teams
- Resolving key client issues and complaints

## **Your profile**

We expect you to have a successful completed apprenticeship in shipping or forwarding with no less than five years' experience in a commercial role in shipping, preferred in the RoRo segment.

In-depth understanding of company key clients and their position in the industry is important.

Your excellent interpersonal relationship skills will help you to build further relationships within the industry.

You should be self-motivated and self-directed and able to analyse pricing data and sales statistics and translate results into market-oriented freight rates.

Strong negotiation skills will enable you to follow-through on client contracts.

In addition, you should bring excellent written and verbal English skills as well as advanced knowledge of MS Office products and a willingness to travel from time to time.

## **Your advantage**

Next to fair remuneration we offer attractive ancillary services and good office atmosphere with the possibility of developing tasks in a growing environment.

## **Contact**

If you care to take advantage of this multifaceted and attractive task, we would like to get to know you personally. Please send your relevant application documents as well as your salary expectations to Stena Glovis SE, Dammtorwall 7a, 20354 Hamburg or by e-mail to [info@stenaglovis.com](mailto:info@stenaglovis.com). We assure you of extensive confidentiality.