

## **Sea Freight Line Manager**

Velos Trans S.A., member of FDL group, leading Company in the sector of Freight Forwarding and 3<sup>rd</sup> Party Logistics.

Our Athens office located in Aspropyrgos, is seeking to employ, a Line Manager for the Sea Freight department, for a permanent role, who will operate in a growing environment and collaborate with multiple groups within organization, customers, external suppliers and local authorities.

The role reports to the International Forwarding Director.

### **The job role will handle the following tasks/areas:**

- Sea Freight Business development for FCL and LCL services
- Responsibility for Customers, Carriers and Customs brokers relationships
- Responsibility for current and future sea freight networks
- Sea freight department operations
- Budget responsibility for the Sea Freight department

### **Key responsibilities**

- Lead the business development by identifying new business opportunities, expand the current portfolio and improve underperforming businesses.
- Act as the primary contact for Shippers, Sea carriers, Customs Brokers, Local Agencies and Service Suppliers, providing them clear instructions and collaborative support towards generating a distinctive and accurate service level for Velos customers.
- Act as the primary contact for customers and build strong relationships with our customers, understand their business, service needs and drivers to continuously improve cooperation and process to the mutual benefit of the customer and Velostrans.
- Take ownership of the customer experience by leading the end-to-end shipment process, remaining current on changes in local & foreign rules, sticking to internal & external procedures, health and safety rules to maintain a solid understanding of the cargo who are shipped.
- Provide leadership to the sea freight team and ensure the highest level of customer service is always provided.
- Proactive and Inspirational leadership that is keen to develop him/herself and others in line with the FDL group culture. You will also share knowledge and best practices with the team and the rest of organization.
- Conduct performance reviews of the sea freight department and be active on talent development.

### **Soft Skills**

- People Leadership
- Exceptional communication and negotiation skills
- Attention to Details
- Strong financial and analytical skills
- Problem solving skills and ability to find alternative solutions
- Team spirit
- Customer service mentality

### **Qualifications:**

- Bachelor's degree or equivalent
- 3+ years in an Ocean Freight Forwarding or Shipping industry, preferably in a managerial role
- Dynamic personality with strong organizational skills
- Excellent verbal & written communication skills
- Ability to multi-task and high level of comfort working in fast paced environment

- Ability to effectively & efficiently interact cross culturally
- Excellent command of English and Greek language.
- Computer literacy in standard software applications (MS Office, ERP etc)

**The Company Offers:**

- Competitive remuneration package
- Friendly and challenging working environment
- Career prospects within a fast-growing multinational environment

**The company**

Velostrans was founded in 2005, being active in the field of international transportation and became a member of FDL group in 2011. Velostrans is the ideal partner for every international transport, either import or export.

Velostrans has experienced associates that operate with responsibility and consistency, collaborate with reliable partners and shows flexibility on solving all kind of business-related problems. All above are elements that characterize the company and have contributed to the creation of longstanding relations, trust and cooperation with many of its clients.

The services offered cover road freight, sea freight and air freight. The company has a strong network of partners in France, Spain, UK, Portugal, the Netherlands, Cyprus and Italy. Velostrans is member of the FIG group with sea freight agents all over the world.

The central offices are in Aspropyrgos – position Kirillos, whereas hubs are located both in Aspropyrgos and Sindos.