

## Country Manager

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Company: Recruitment Matters

Location: Lusaka

Category: other-general

### Overview

Our client in the Transport and Logistics Industry is looking for a Country Manager to join their team; **Duties and responsibilities include but are not subject to;**

Quoting client for shipment when requested are sent

Developing new business and clients

Customer services and maintaining relationships-existing clients

Ensure target are met

Cold calling

Handling customer queries

Meeting with clients

Investigate and plan the most appropriate route for a shipment, taking account of the perishable or hazardous nature of the goods, cost, transit time and security.

Arrange appropriate packing, taking account of climate, terrain, weight, nature of goods and cost, and the delivery and warehousing of goods at their destination.

Negotiation of transportation and handling costs.

Obtaining, checking and preparing documentation to meet customs and insurance

requirements, packing specifications, and compliance with other countries regulations, the necessary modal dangerous goods regulations and fiscal regimes.

Offering the fastest services by air, sea and road, ensuring cost-effective and secure solutions to all shippers who have dangerous and non-dangerous cargo who appoint the company to deliver on their behalf.

Arranging insurance and assisting the client in the event of a claim if necessary.

Offering tailored solutions to meet specified transit times and electronic data interchange (EDI) connections for customs where necessary.

Arranging payment of freight through head office channels and other charges or collection of payment on behalf of the client.

Utilising e-commerce, internet technology and satellite systems to enable real-time tracking of goods.

Arranging air transport for urgent, dangerous and high-value freight and managing the risk door to door.

Acting as broker in customs negotiations worldwide to guide the freight efficiently through complex procedures.

Dealing with special arrangements for transporting delicate cargoes, such as licensed goods requiring permits such as food and medical supplies.

Arranging courier and specialist hand-carry services.

Maintaining communication and control through all phases of the journey, including the production of management reports and statistical and unit cost and ensuring the customer is adequately informed throughout.

Ensure budgets and targets are met and exceeded.

Manage all areas of the branch with dedication and professionalism. Manage staff in all departments.

Provide accurate and timeous reports.

Ensure the best interests of the company are always put first.

Ensure invoicing is done on a regular basis and is always up to date.

### **Key skills;**

Pay attention to details

Problem solving skills

Professionalism

Full understanding of all types of logistics (AIR, SEA, ROAD)

Confidence

Presentable

Involvement and consultation

Team Player

Loyalty and commitment

Punctuality and attendance

### **Key Qualifications;**

Minimum 3-5 years experience in the logistics/ Air Freight industry and having worked with dangerous goods on regular basis . Must have a good understanding of all modes of transport air, sea and road as well as the local rules and regulations pertaining to customs imports and exports. must have previous sales/business development experiences

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