



JOB DESCRIPTION FOR LOCATION MANAGER	
Designation	Location Manager
Experience	4 to 7 years (experience in the field of Sales, Operations) Domain preference Freight forwarding/custom broking /Container Depot) EXIM containerized Logistics
Qualification	MBA from a reputed institute.
Location	Delhi
Roles & Responsibilities	<ul style="list-style-type: none"> • To deliver the product knowledge and benefits to the stakeholders & promote continuous product usage, to accelerate the sales volume. • To build and maintain the business relationship with every Freight forwarders, Custom Brokers, Importer exporter and Shipping Lines. • Defining and iterating the product, solving problems as they pop up and closely managing scope to enhance the product value. • To ensure revenue and customer satisfaction goals are met. • To ensure the product supports the company's overall strategy and goals. • Assimilate qualitative information (feedback from clients, research reports, market trends and statistics) and capitalize that information to better the product and customer service. • To be voice of the user and must be passionate about adding value to user experience. • Generate new product ideas, enhancements to existing product. • Having worked in the Logistics workforce management field would be a plus. To interface with various internal IT, Marketing and Analyst teams and external Client. • Responsible for the operations and execution throughout the product lifecycle, including: gathering and prioritizing product and stakeholders. • Establish relationships with key internal stakeholders. • Run daily operations and mitigate risks. • To on-board the new stakeholders from time to time. • To generate new ideas along with the Product Team. • To ensure near zero failures in operation of the portal. • Build a roadmap for streamlining of operations of the portal. • To assimilate information from various stakeholders and liaise with Product/IT team. • Business requirement gathering from the various stakeholders. Work closely with product manager, business partner and business stakeholders in the definition, testing, training, implementation, and support of functional requirements. • Ability to grasp technology concepts.
Skills Required	<ul style="list-style-type: none"> • Confident, energetic, self-starter, effective leader, extremely goal oriented and well-organized. • Excellent telephone skills and effective in spoken and written English • Understanding of the Indian Containerized shipping and Logistics Industry. • Excellent project planning, change and time management capabilities. • Positive, pro-active attitude with a will to deliver quickly, adhering to tight deadlines and excellent analytical skills to analyse and fix problems quickly