

PRICING ANALYST

Baltimore, MD 21230

Wanted: Pricing Analyst with 1-2+ years of exposure to international freight forwarding quotes (primarily ocean), pricing, and contracts, especially with contract management software.

Shapiro is a middle-tier forwarder with a strong network of foreign agents and NVO contracts. You will coordinate with sales, operations, and agents on customer service, creative decision making, and contract/rate issues in a tech-advanced environment. Our forwarding product has grown steadily for over a decade and we seek dynamic analysts to join the team.

Seeking background with agents and/or NVOCC contracts, rates, quotes, and/or bidding for all modes, mostly ocean (import & export) with a growing air product (import & export). Prefer exposure to origin routing, rate databases, competitive pricing, and use of industry-related math skills. Will serve as a liaison with external customers on occasion. Cross-training provided.

DUTIES AND RESPONSIBILITIES

Handle all aspects of internal international freight forwarding pricing tasks, including but not limited to:

- Evaluates quote requests to ensure info is complete and there is a full understanding of requirements. Work closely with Sales, Directors, Imports, and your Supervisor(s) to: Coordinate, analyze, and provide timely international transportation pricing assuring competitive rates with alternatives are provided.
- Use Shapiro quoting methods to ensure that competitive rates are presented to our customers; demand competitive rates. Be proactive in providing alternatives.
- Assume the mindset of a particular sector (regional, and/or import/export and/or mode) to become an expert in that subject matter.
- Actively contribute to the two weekly departmental and team meetings.
- Develop foreign agent relationships in your sector to grow revenue.
- Ensure that all foreign agent requests are quoted and handled with sense of urgency in specific timeframe. Quote shipments under various INCOTERMS.
- Distribute rate requests. Monitors requests to assure quotations are completed timely, professionally, and in a sales-ready format.
- Present quotations to internal or external customers, fully prepared to field related questions, and to educate customer accordingly.
- Suggest sell rates, as warranted. Learn company profit margin philosophy.
- Update software and quotation modules as required to reflect acceptance, rejection, or other notations for leads, Sales Reps, and other staff.
- Work with Manager to identify sales opportunities matching corporate strategies.
- Attend industry functions during the course of the year; read industry publications daily to keep current on industry trends.

EDUCATION, EXPERIENCE, & ABILITIES

- 1-2 years quoting rates in an international forwarding environment
- 1-2 years of forwarding experience with NVOCC pricing and/or foreign agent networks preferred.
- The ability to think creatively in terms of routing; knowledge of carrier strengths and weaknesses
- Strong math skills
- Ability to understand and interpret INCOTERMS
- Education in international business or logistics a plus, but not required.
- Reliable. Punctual. Organized.
- Excellent written and verbal communication skills.
- Discipline to implement and follow Standard Operating Procedures for various tasks, vendors, and customers.
- Team player able to build trust and prove dependability.
- Very strong computer/tech skills (Excel, Office, Databases).
- Critical thinker.
- Skills, abilities, and aptitude to be cross-trained, step in, and contribute.
- Ability to interact with all individuals within the organization.
- Ability to handle various tasks simultaneously under high pressure and within demanding time constraints.

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ABOUT SHAPIRO

Samuel Shapiro & Company, Inc., a third generation family-owned business founded in 1915, provides creative & flexible logistics services. With 6 offices, over 140 employees, and worldwide strategic alliances, Shapiro is the supply chain partner that delivers customized, compliant, and reliable solutions to address its customer's specific import and export needs. Only Shapiro has an experienced and personable staff that truly cares and commits themselves to proactively achieving its customers' business goals.

CONTACT US!

Please send all resumes via email to:

Rich Lucas, Recruiting Manager / rich@shapiro.com
215.923.4870 ext. 0507