

Domestic Transportation Specialist

INTERNATIONAL FORWARDING

Baltimore, MD 21230

Seeking a **Domestic Transportation Specialist** for a dynamic role with Samuel Shapiro & Company (Shapiro): one of the most respected international freight forwarders & customs brokers in the world. If you demand accuracy, have high expectations, and seek a career in “solutions,” contact me!

JOB DESCRIPTION

Shapiro’s Domestic Transportation Specialist will be the main point of contact for problem resolution with domestic trucking. You will handle intermodal and domestic transportation issues as support for both our import brokerage department and international forwarding group.

Daily and immediate responsibilities will include identifying and setting up preferred domestic carriers and maintaining carrier relationships; developing, maintaining the domestic directory/inland carrier profiles; negotiating rates/tariffs; and quote/tariff creation. You will serve as the primary contact for domestic transportation.

Growth and over time, our DTS will help to support and build our domestic product under the direction of our Director of Supply Chain. This is a stand-alone position (no direct reports) with daily interaction between a large variety of internal and external parties requiring tact and patience.

Combine a passion for transportation + a natural drive to deliver excellent customer service. Shapiro is the right size to offer personalized growth & learning, but strong enough to compete across the globe.

Specific duties include: Identifying and setting up preferred domestic carriers and maintaining carrier relationships; developing, maintaining the domestic directory/inland carrier profiles; negotiating rates/tariffs; and quote/tariff creation. You will serve as the primary contact for domestic transportation. Other responsibilities include transportation risk management, training, as well as tactical problem resolution for branches (import brokerage) & our global logistics group (forwarders).

Combine knowledge of the domestic transportation (import and export cargo) market with Shapiro’s unique technology strength to drive an exciting part of our business that continues to grow. You must bring the energy to fight for the customers, internal and external.

Typical duties include:

- Daily and immediate trucking, intermodal, and transportation problem-solving. Deal with carriers, truckers, and warehousing. Work with vendors and steamship lines on intermodal moves, problems, and alternatives.
- Working with each Branch Manager to evaluate existing trucking / carrier / domestic relationships with the goal of continued improvement with defined carrier selection and performance.
- Maintain excellent carrier relationships. Continually work with the Director of Supply Chain to develop and execute an updated strategy for the company. Ongoing development of Shapiro's LTL program.
- In addition, for growth, you can grow into working with managers and vendors to develop effective route strategies and pricing based on capacity, performance, and volume with the highest levels of customer service in mind.
- Interface with rate and carrier databases. Ensure accurate communication of quotes, rates & surcharge changes to customers.
- Evaluate existing business with the goal of converting non-routed Shapiro freight to profit the company. Fully implement a domestic EDI program and chassis utilization program. Assists in implementing new business. Assist in the future with business development.
- Serve as Shapiro's expert and educator/trainer for domestic issues, such as chassis challenges and ELD program. Cross-train, develop, mentor, and monitor staff using reports and metrics.
- Experience in LTL, LCL, FCL rating structures for air, ocean, and warehousing. Domestic experience with over-dimensional and project-cargo a plus.

SKILLS

We seek a communicative, proactive critical thinker. You are expected to be an international transportation specialist who can evaluate the global supply chain of our customers and best serve their "domestic" needs.

Ability to remain engaged and focused. Excellent written and verbal communication skills. Ability to generate creative solutions and/or problem-solve. Know the process and then think outside of the box.

*Project management skills to handle a variety of customers on your desk. Ability to utilize current tech tools to increase efficiency and innovate solutions.

- Strong computer/tech skills (Excel, Office, proprietary databases).
- Must be resourceful, flexible, organized, detail-oriented, and team-oriented.
- Ability to effectively communicate with a variety of contacts, vendors, and departments required (internal and external customers).
- Reliable. Punctual. Organized.
- Discipline to implement and follow Standard Operating Procedures.
- Team player able to build trust and prove dependability.
- Critical thinker.

- Aptitude to be cross-trained and contribute.
- Ability to handle various tasks simultaneously under high pressure and within demanding time constraints.

EDUCATION AND EXPERIENCE

- Minimum of 2 years of experience in domestic transportation related to ocean and air freight forwarding, preferably with a forwarder/broker. Must have import ocean experience with LCL and FCL.
- Customs brokerage experience a plus.
- 2-4 year of general forwarding experience preferred.
- The ability to think creatively in terms of routing; knowledge of domestic carrier strengths & weaknesses and port locations.
- Strong math skills.
- College degree or equivalent preferred. Focus in supply chain logistics or international business preferred.

ABOUT SHAPIRO

Samuel Shapiro & Company, Inc., a third generation family-owned business founded in 1915, provides creative and flexible logistics services. With six port locations, 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:

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