

# EXPORT SPECIALIST

(GLOBAL LOGISTICS)

*Baltimore, MD 21230 (Locust Point/McHenry Row)*

In a modern world where expertise is often devalued, Shapiro stands strong at 105-years old. We're so compliant, that US Customs learns from us! We were also named a Best Place to Work in Baltimore.

**Is there a seat on our boat for you? Want a career, not a job? Find out:**

Shapiro is not your grandpa's shipping company. We have a track record of transparency, developing employees, and investing in our work environment like office space and technology. Our Paid Time Off policy is one of the most competitive in the country for new hires.

**Global Logistics Export Specialists** are responsible for handling ocean freight forwarding shipments/clients with multi-modal and complex routings. The Global Logistics Group offers total solutions for our freight forwarding customers.

Combine your passion for global trade + a natural drive to deliver excellent customer service into an engaging role. We're small enough to offer tons of growth & learning opportunities, but strong enough to compete across the globe.

## JOB DESCRIPTION

**Shapiro seeks a freight forwarder with 3+ years of experience in ocean export** and the skills to handle complex & varied routings. Must have experience with SED, AES, & BIS = ocean export regulations! Air export experience would be a nice bonus for future opportunities.

Do you pride yourself on evaluation and decisive decision making? Combine your knowledge of exports, carriers, domestic moves, and technology with a passion to support and drive a part of our business that continues to grow. And do it with an energy to fight for the customer.

**Typical duties include:**

- Develops effective routings for export cargo. Initiate/confirm bookings.
- Tracks document distribution.
- "Owns" accounts as assigned by management; be the central point of contact for customers on transportation and logistics questions.
- Monitors and communicates rate changes to customer. Keep current on international freight market.
- Bond with carriers, contacts, and vendors. Personally, that is!

- Must be strong with geography and compliance for destination country requirements (documentation, licensing, inspection, legalization by country).
- Uses math skills to determine charges for LCL vs. FCL. Compare transit times to best comply with the customer's lead-time.
- Learns and executes Hazmat regulations, documentation, & labeling; work with classifications for AES transmission.
- Obtains truck classes based on commodity and density. Learns and executes Shapiro's quoting, booking, and trucking process.
- Occasional work with project cargo.
- Stays current on port operations such as terminal handling, inspection requirements for OOG, how the stevedores work, and their tariffs.
- Understands NVOCC contracts.
- Physically visits with customer base on a quarterly business.

## SKILLS

Ability to remain engaged and focused. Excellent written and verbal communication skills. Ability to generate creative solutions and/or problem-solve. Project management skills to handle a variety of customers on your desk. Ability to utilize current tech tools to increase efficiency and innovate solutions.

- Very strong computer/tech skills (Excel, Office, proprietary databases).
- Critical thinker. Must be flexible, organized, detail-oriented, and team-oriented.
- Ability to effectively communicate with a variety of contacts, vendors, and departments required (internal and external customers).
- Excellent written and verbal communication skills required for quoting, vendor management, and customer interaction.
- Skills, abilities, and aptitude to be cross-trained, step in, and contribute.
- Proven ability to interact with all individuals within the organization and be able to communicate information to customers and vendors.
- The ability to work as an effective member of a team.
- Ability to handle various tasks simultaneously under high pressure and within demanding time constraints. Reliable. Punctual. Organized.
- Discipline to implement and follow Standard Operating Procedures.

## EDUCATION AND EXPERIENCE

- Seeking 3+ years of export forwarding experience. Previous experience with air exports a plus, but not required.
- Must have 1-3+ years of experience with AES, SEDs, and compliance knowledge of ocean exports such as the Bureau of Industry and Security.
- Exposure to domestic, warehousing and distribution a plus.
- Educational background in Supply Chain Logistics or International Business (or internship experience).

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- Ability to handle various tasks simultaneously under high pressure and within demanding time constraints. Reliable. Punctual. Organized.
- Discipline to implement and follow Standard Operating Procedures.
- FLSA status: Non-exempt / EOE / Starting salary: Depends on experience.

## ABOUT SHAPIRO

Shapiro is a third-generation family-owned international shipping and logistics business, founded in 1915. For over a century, Samuel Shapiro & Company, Inc. has provided full door-to-door capabilities and proudly serves as a one-stop-shop for Customs brokerage and international freight forwarding services. It's simple – We Deliver. Problem Solved.

## CONTACT US!

**Please send all resumes via email to:**

Rich Lucas, Recruiting Manager / [rich@shapiro.com](mailto:rich@shapiro.com)