

PRICING ANALYST

FREIGHT FORWARDER (Air & Ocean)

Baltimore, MD 21230 (Locust Point, McHenry Row)

In a modern world where expertise is often devalued, Shapiro stands strong at 104-years old. We're so compliant, that US Customs learns from us! We were also named a finalist for Best Places 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.

Shapiro seeks a Pricing Analyst with exposure to international freight forwarding quotes (primarily ocean), pricing, and contracts (especially contract management software). Seeking a background with agents and/or NVOCC contracts, rates, quotes, and bids for all modes (mostly ocean), including a growing air product. We prefer exposure to origin-routing with agents, rate databases, & competitive pricing. Cross-training provided.

Shapiro is a middle-tier forwarder with a strong network of foreign agents & NVO contracts. Coordinate with sales, operations, and agents on creative decision making and contract/rate issues in a high-tech environment.

JOB DESCRIPTION

Typical duties include:

- Evaluate quote requests. Work closely with sales and operations to coordinate, analyze, and deliver timely international transportation pricing assuring competitive rates with alternatives are provided. Demand competitive rates. Be proactive in providing alternatives.
- Will serve as a liaison with external customers on occasion.
- Assume the mindset of a particular mode (import / export or air / ocean) to become an expert in that subject matter.
- Actively contribute to 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.
- Be 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.
- Attend industry functions; read industry publications daily to keep current on industry trends.
- Uses math skills to determine charges. Compare transit times to best comply with the customer's lead-time.
- Learns and executes Shapiro's quoting, booking, and trucking processes.
- Stays current on port operations around the globe (as needed).

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

- 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
- 1+ years' experience with PC, including Microsoft Office, databases, software, web-based applications, and vendor's systems.
- 1+ years of experience with freight forwarding basics. Exposure to domestic, warehousing and distribution a plus.
- College degree or equivalent preferred in Supply Chain Logistics or International Business (or internship experience) preferred.
- 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