

POSITION DESCRIPTION

1. MANAGER - FAIRS & EXHIBITIONS

Corporate Unit: Western Region **Location:** Mumbai **Reporting to:** Head F&E

2. GENERAL DESCRIPTION

Drive operations to achieve departmental targets identifying business sources and effective execution of secured business which is time bound in nature.

3. SPECIFIC ACCOUNTABILITIES

- **Sales & Business Development:** Identify business opportunity within events and exhibition fraternity. Implement sales process of regular tapping and follow-up of existing and prospective clients.
- **Operations:** Design operations plan based on factors like timeline and freight volume in coordination with in-house departments (import/export/customs clearance). Provide solutions to clients with documentation, shipping & onsite material handling.
- **Public relations:** PR with exhibition venue managers and other services provider within exhibition industry.
- Development of relationship with leading & major organizers in the country to eventually gain official appointments for Schenker India for their events.
- Identification of New & Potential customers participating in domestic & international shows followed by aggressive sales to close business deals.
- Regular monitoring of regional sales & progress.
- Handling Commercial related activities for every aspect of business proposal

4. SKILLS REQUIRED

- Exhibition background preferred
- Air & Ocean Freight Experience in Operations
- Ability to multi task and work with deadlines
- Dynamic and Result oriented
- Aggressive and go getter
- Ready to put prolonged work hours
- Excellent interpersonal, communication and presentation skills.

5. EXPERIENCE AND QUALIFICATIONS

- Good Graduate, Education in Forwarding preferred.
- Freight forwarding & project management know how with minimum 3-4 years of experience in Freight Selling or Operations (Imports & Exports) and minimum of 7 years industry experience.

6. Contacts for Queries / Applications



Please email your resume at hr.india@dbschenker.com