

## North China

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## General Manager - North East China

The incumbent is responsible for:

- Manages and directs the organization towards its primary objectives, based on profit and return on capital, by performing the duties personally or through subordinate managers
- Manages a total of 4 Branch Managers and the respective personnel and infrastructure of four branches Dalian, Changchun, Shenyang, Harbin (currently roughly 170 employees)
- Is responsible for the overall direction, coordination, and evaluation of these units.
- Carries out supervisory responsibilities in accordance with Schenker's policies and applicable laws.
- Responsibilities include interviewing, hiring and training employees; planning, assigning work; appraising performance; rewarding and disciplining employees; addressing complaints and resolving problems
- Plans, coordinates and controls the daily operation of the organization through the organizations branch managers & managers
- Establishes current and long range goals, objectives, plans and policies, subject to approval of the Director North China
- Dispenses advice, guidance, direction and authorization to carry out major plans, standards and procedures consistent with established objectives.
- Interacts closely with organizational branch managers and department heads to ensure that operations are being executed in accordance with the organizations policies and procedures
- Oversees adequacy and soundness of the organizations financial structure
- Reviews operating results of the organization compares them to established objectives and takes steps to ensure that appropriate actions are taken to correct unsatisfactory results
- Establishes and maintains an effective system of communications throughout the organization
- Represents the organization with major customers, shareholders, the financial community and the public

Requirements:

- The role requires an individual who is not only flexible and able to work under their own initiative, but also able to handle several projects at once with the ability to co-ordinate these from a business perspective. The ideal candidate will need very good leadership- and excellent communication skills as the role requires communication to various directions and all management levels.

Essential Skills:

- Academic degree in business administration, economics, or a related field.
- Knowledge of international trade and relevant laws, regulations, process and procedures
- Extensive experience within the freight forwarding industry; part of change management projects; knowledge of risk management
- Sales and marketing experience plus negotiation skills especially with Key Accounts / Global Accounts and suppliers (local and regional service providers)
- Experience in a leading position in a multi-national/cultural environment
- Excellent analytical skills and self-motivated team-player
- Ability to work with analytical concepts such as probability and statistical information and able to apply concepts such as fractions, percentages, ratios and proportions to practical situations.
- Excellent knowledge of the English language (both written & spoken).
- Ability to read, analyze, and interpret general business periodicals, professional journals, technical procedures, or government requirements
- Knowledge in German and Mandarin are additional assets
- Ability to write reports business correspondence and procedure manuals. Ability to effectively present information and respond to questions from groups of managers, clients, customers and staff.
- Strong presentation skills (Ability to present complex solutions to internal and external parties on all levels)
- Knowledge of common IT tools (MS Office suite, Customer Service Applications, Tracking + Tracing tools etc.)
- Experience to work in a demanding inter-cultural environment
- At least 2 years of working Experience in similar position of Air Forwarding companies, being familiar with Ocean export procedures, Customs requirement, etc.
- Detail oriented, being able to work under pressure and meet deadline
- Good computer skill
- Good command of English, both oral and written, CET-4 or above
- Work location: Beijing

Application:

Interested applicants who meet the above criteria are invited to email their application (motivation letter and resume) to:

Thomas Hauck  
Director North China  
Thomas.Hauck@dbschenker.com

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**Head of Tradelane Development – North China**

The incumbent is responsible for:

- Manage and organize sales activities for tradelane development team
- Manage the handling and follow up of all inbound and outbound sales matters, sales leads and customer enquiries
- Increase new business and maintain existing customers
- Promote Schenker in Northern China to overseas stations
- Support the regional branches in North China with market intelligence and exposure in the Schenker network
- Distribute and monitor sales leads sent from overseas to respective branches.
- Ensure all RFQ (request for quotation), bids and tenders are replied to within the time specified
- Generated qualified sales leads and have them followed up regularly
- Update the selling tariff to ensure margins are protected as instructed
- Hold regular meetings with the sales team for market information and exchange of selling skills
- Arrange joint calls and customer visits with sales, operation, management, as well as overseas counterparts
- Maintain up-to-date customer profiles
- Provide monthly reports on all import business development and related market intelligence
- Perform any special duties or projects assigned by the management.
- Visit a sufficient number of customers to achieve the business development goal
- Have regular communication with overseas stations in the target tradelanes to follow up on mutual areas of sales targets such as promotions, new products and new customers

Requirements:

- Academic degree in economics, marketing, business administration or a similar field
- Minimum 6 years experience in an international freight forwarding company
- Leadership skills and ability to manage a team with different cultural backgrounds
- Knowledge of international trade and relevant laws, regulations, process and procedures
- Knowledge of common IT tools (MS Office suite, Customer Service Applications, Tracking + Tracing tools, supply chain modeling and/or logistics software etc.)
- Strong presentation skills (Ability to present complex solutions to internal and external parties on all levels)
- Proficient in written and spoken business English, knowledge in German and Mandarin are additional assets

Application:

Interested applicants who meet the above criteria are invited to email their application (motivation letter and resume) to:

Hubertus Schroeder  
General Manager  
Sales & Key Accounts North China  
Schenker (China) Ltd.  
5 Tianwei Sijie; Tianzhu Airport Industrial Area A  
Beijing 101312; People's Republic of China  
Tel +86 10 8048 0099  
DID +86 10 8042 0428  
Mob +86 139 1138 2512

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## Manager Regional Business Development (Qingdao/Shandong)

The incumbent is responsible for:

- Manage and organize sales activities together with the local sales teams
- Handle customer enquiries
- Increase new business and maintain existing customers
- Follow up on sales leads, ensuring they are answered in a timely manner
- Handle all routing orders promptly and ensure they are presented to the customer in a timely manner. Keep the initiating party of the routing order well-informed of the status
- Ensure all RFQ (request for quotation), bids and tenders are replied to within the time specified
- Generate qualified sales leads and have them followed up regularly
- Hold regular meetings with local sales staff for exchange of market information
- Arrange joint calls and customer visits with sales, operation, management personnel, as well as the overseas counterparts
- Visit a sufficient number of customers and maintain up-to-date customer profiles
- Provide monthly report on business development and related market intelligence
- Perform any special duties or projects as assigned by the management.

Requirements:

- Academic degree in business administration, economics, or a related field.
- Minimum 3 years experience in an international freight forwarding company
- Knowledge of international trade and relevant laws, regulations, process and procedures
- Knowledge of common IT tools (MS Office suite, Customer Service Applications, Tracking + Tracing tools etc.)
- Strong presentation skills (Ability to present complex solutions to internal and external parties on all levels)
- High proficiency in written and spoken business English, knowledge in German and Mandarin are additional assets

Application:

Interested applicants who meet the above criteria are invited to email their application (motivation letter and resume) to:

Hubertus Schroeder  
General Manager  
Sales & Key Accounts North China  
Schenker (China) Ltd.  
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**Manager Regional Business Development (Tianjin/Hebei )**

The incumbent is responsible for:

- Manage and organize sales activities together with the local sales teams
- Handle customer enquiries
- Increase new business and maintain existing customers
- Follow up on sales leads, ensuring they are answered in a timely manner
- Handle all routing orders promptly and ensure they are presented to the customer in a timely manner. Keep the initiating party of the routing order well-informed of the status
- Ensure all RFQ (request for quotation), bids and tenders are replied to within the time specified
- Generate qualified sales leads and have them followed up regularly
- Hold regular meetings with local sales staff for exchange of market information
- Arrange joint calls and customer visits with sales, operation, management personnel, as well as the overseas counterparts
- Visit a sufficient number of customers and maintain up-to-date customer profiles
- Provide monthly report on business development and related market intelligence
- Perform any special duties or projects as assigned by the management.

Requirements:

- Academic degree in business administration, economics, or a related field.
- Minimum 3 years experience in an international freight forwarding company
- Knowledge of international trade and relevant laws, regulations, process and procedures
- Knowledge of common IT tools (MS Office suite, Customer Service Applications, Tracking + Tracing tools etc.)
- Strong presentation skills (Ability to present complex solutions to internal and external parties on all levels)
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