

POSITION DESCRIPTION

Business Development Manager Intermodal & Logistics

Background:

COSCO SHIPPING Ports Limited (CSP) is a global leading ports operator, and its terminals portfolio covers the five main port regions in Mainland China, Southeast Asia, the Middle East, Europe, South America and the Mediterranean. CSP operates 357 berths at 36 ports globally, with an annual handling capacity of approximately 118 million TEU.

At CSP Zeebrugge, Belgium we offer direct access to the European market. Located directly at the open sea, CSP Zeebrugge is very close to the main shipping routes in Northwestern Europe and can cater to the largest container vessels in the world.

To reinforce our Commercial Team in Zeebrugge, we are seeking a dynamic and knowledgeable Business Development Manager Intermodal & Logistics, to lead our efforts in expanding intermodal and logistics operations. The ideal candidate will leverage its industry expertise to identify and secure strategic business opportunities, fostering growth within intermodal logistics and transportation.

Key Result areas

- Increase intermodal & logistics services revenue.
- New (green) intermodal product launch to enhance CSP's inland network coverage.
- Commercial plan of new products and services.

Key Responsibilities

- **Market Research:** Analyze market trends and customer needs within the intermodal sector to identify potential business opportunities. Ensure that relevant market intelligence is shared with the Commercial and other relevant teams.
- **Business Strategy:** Develop and implement strategic plans to increase market share and profitability in intermodal operations, CFS, breakbulk and logistics services
- **Client Engagement:** Build strong relationships with Shipping Lines / Freight Forwarders and partners, identifying their needs and aligning our services accordingly.
- **Partnership Management:** Establish and maintain strategic partnerships with intermodal logistics providers, rail and barge operators, and shipping lines.
- **Proposal Development:** Craft and present high-impact proposals and presentations to potential clients and partners.
- **Negotiation:** Lead negotiations to secure competitive, mutually beneficial agreements with clients and partners.
- **Networking:** Actively participate in industry forums, conferences, and events to enhance company visibility and foster professional relationships.

- **Performance Evaluation:** Track and report on business development activities, analyzing performance against targets and suggesting improvements.
- **Liaise with Operations, IT, Technical and Finance** to ensure all requirements meet customer expectations and company capabilities.

Profile

- Education: Bachelor's degree in business, logistics, transportation or related field.
- Experience: 10 years of working experience in business development or sales, particularly in shipping or freight forwarding/supply chain field.
- Proven commercial track record of successful business wins in intermodal and/or logistics.
- Skills:
 - Excellent communication and interpersonal skills.
 - Strong analytical and strategic planning capabilities.
 - Proven negotiation skills with track record of successful contract closures.
 - Excellent commercial awareness
 - Experience in customer service will be appreciated
 - Good presentation skills
 - Excellent command of Dutch, English, French (liaising with stake holder market in CSP's natural hinterland North of France).
 - Willing to travel – short stays abroad (e.g. within the Benelux, Germany and France).
 - High standard of PC literacy, specifically Microsoft Office.
- Personal Attributes:
 - Highly motivated with a passion for driving growth and achieving targets.
 - Ability to work independently and as a part of a collaborative team.
 - Resilient, with a commitment to quality and continuous improvement.

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