



POSITION CARD

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CREATED: 10.2022

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Position: Senior Trade & Pricing Representative	Company: Aegean Container Agency
Department: Commercial	Reports to: Commercial Manager
Position Holder: Stavroula Tsiroupolou	Location: Piraeus
Replaced by: Trade & Pricing Representative	Function: Trade & Pricing
Manager/Individual Contributor: Ind. Contributor	Budget Responsibility: No

Purpose of the Position:

The Senior Trade & Pricing Representative is responsible for the daily handling of the commercial requests between Aegean Container Agency and Line. Prepare related reports in order to reach the objectives of the Line in accordance with the predetermined Trade & Pricing and Sales guidelines of Aegean Container Agency. Build cooperation with Truckers and provide haulage rates to agencies and YM when required. Support the Commercial Manager for Trade & Pricing related matters.

Key Accountabilities:

- Communicate and negotiate with YML Line Trade Department regarding freights and freights related issues
- Inspect/Filter/Evaluate/Re-propose and send sales requests to Yang Ming Line
- Prepare monthly statistics / market versus Line statistics and report to the monthly sales meeting
- Prepare any kind of reports for Line
- Maintain pricing report for Aegean Container Agency Team
- Maintain/Update pricing reports (Tariffs) for negotiations of Yang Ming Sales Requests
- Input freights to all the systems serving the lines and gather respective approvals
- Input pricelists to all the local systems
- Send offers to Aegean's Container Agency clients for Sales & Marketing's Portfolio
- Support Commercial Manager in all activities related to pricing by gathering information from sales team and line H/Q evaluate and present
- Gather information about clients /markets from Sales & Marketing or/and sales team regarding pricing and all related issues and after evaluating with Commercial Manager, send the related information to line H/Q for them to prepare the respective tariffs
- Provide trucking rates to YML agents and Aegean Container Agency sales team according to instructions & Aegean Container Agency commercial policies
- Offer trucking and local cost for tenders, local or global
- Follow up nominations and input gained ones inside local system



- Quote YM Piraeus Agency local costs to YM Line HQ or YM Agents
- Filter uncollected /rejected costs and negotiate with Line regarding discounts and waivers
- Distribute info from Headquarters to Agency and vice versa related to pricing and operation upon evaluation with sales manager
- Be the liaison with the Documentation Department where there are discrepancies between offers and manifests
- Be informed daily in case of lack of equipment or space
- Prepare Sales Projects if/when assigned by Commercial Manager related to YM HQ/MROC requirements
- Prepare statistics upon request
- Follow Salesman offers (Orian & ILIS) and evaluate the efficiency according to the initially requested price
- Support colleagues during busy times or leaves
- Evaluate with Commercial Manager new policies, procedures, regulations and provide guidance to the team
- Responsible for all reports to YM HQ, MROC, YM Anatolia, Marketing and Aegean Container Agency Management
- Cooperate with Commercial Manager and set daily priorities for the team
- Develop, improve, and implement Pricing Department procedures
- Train new colleagues in Pricing Department
- Set and coordinate Pricing Department customer visits according to the needs

Additional tasks:

- Follow up and/or deliver projects set by Commercial Manager
- Attend biweekly meetings with Commercial Department

General Responsibilities:

Responsibilities that apply to everyone who works at Arkas Hellas Group

- Follow general company's policies
- Respect colleagues and embrace diversity
- Be consistent with company's values
- Put customer in the center of all daily activities
- Support and quickly adapt any innovations and changes within company



Knowledge and Competencies:

Qualifications that are necessary for someone to fill the position

- University graduate ideally in Shipping
- Minimum 5 years of relevant experience
- Very good command of English (both verbal and written)
- Very good PC skills (specially in excel)
- Ability to perform under demanding conditions
- Very good communications skills
- Familiarity with reporting tools

APPROVALS

POSITION HOLDER: STAVROULA TSIROPOULOU

M.D. People, communications and shares Serviced: WANDA COSTOPOULOS

MANAGER (of the position): THEOFILOS PANAGOPOULOS