

Manager, Commercial – Shanghai, China

Access World Shanghai, China

Access World (100% subsidiary of Glencore PLC) is a global commodities warehousing and logistics business. Access World has its Head Office in Zug, Switzerland and operates in various regions across Europe, the Americas, Africa and Asia-Pacific, each with their own corporate functions including commercial, finance, legal, and operations. The Regional Head Office for the Asia Pacific business is in Singapore and is responsible for China, Hong Kong, Indonesia, Japan, Malaysia, South Korea, Taiwan, Thailand, and Vietnam.

We are a diverse and dynamic company looking for people who are driven, committed, and passionate. We are currently seeking to appoint a self-motivated individual to the role of Manager, Commercial. Based in Shanghai, China and reports to the Regional General Manager, GCA, this role is responsible to source, generate, implement and maintain the company's warehousing and logistics business in accordance with the company's objectives. The incumbent shall find and develop qualified leads and convert them through the sales process into prospects and customers.

Manager, Commercial

Duties will include:

- Continuously keep the sales pipeline full with deals at various types and stages, including fresh/new (qualified) leads/introductions.
- Engages prospects and customers to present the company's services, always furthering relationships to grow and expand the company's business.
- Responsible for entire sales process up to business implementation and work closely with the relevant departments and country offices in the China Region.
- Review and analyze market information and developments in the commodities sector and work with the commercial team and the RGM, GCA to determine or revise the sales strategy.
- Define, develop, submit for approval and execute visions and strategies for the China business, including business and sales planning and budgeting.
- Manage the business and relationships with customers according to the agreed operating principles with the RGM, GCA.
- Lead assigned logistics projects with an internal team from business plan up to implementation including any investments for infrastructure, manpower, equipment, systems, etc.

Potential candidates should possess the following attributes:

- Experience in the third party logistics sector and management experience in commodity trade business required.
- Excellent commercial and entrepreneurial flair is critical to the success of this role.
- Strong builder of relationships with interest parties.
- Good knowledge of the shipping and logistics management industries.
- Good leadership and influencing skills with a collaborative work style, fostering cooperation and teamwork.
- Minimum 2 years of total working experience with 1 year in management capacity.
- Minimum a bachelor's degree from an internationally recognized or local leading University.
- Advanced verbal and written communication skills in Chinese/English.
- Effective interpersonal, negotiation and conflict resolution skills.

Please apply by sending resume to HR.asia@accessworld.com