

Position Description – Route Development Manager

Name:

Position Title: Route Development Manager

Reports to: AAW Executive Team

Branch: Melbourne is a preference however location could be flexible.

COMPANY

AAW Global Logistics is an Australian owned International Freight and Logistics company providing freight services across various industries with a long and successful presence in Australia and New Zealand for over 35 years.

AAW Global Logistics is part of a wider Group of companies employing over 200 people in Australia and New Zealand, across 11 office locations. These other Group companies include business units covering: Shipping Line Agencies; Coastal/Domestic Transport; Bulk Liquid Logistics; Project Logistics.

Through the commitment of our people we strive to be Innovative, Progressive and Market Driven in all facets of Global Multi-Modal Logistics. Our emphasis is on thoroughly satisfying customers' expectations of Quality, Performance and Efficiency.

POSITION SUMMARY

- To explore, secure and manage new business opportunities in accordance with the company's focus on strategic trade lanes
- To be a focal point in commercial and operational escalation relations between key Overseas Partners and AAW Global Logistics
- To grow the company's share of business on strategic trade lanes and industries

DUTIES AND RESPONSIBILITIES

- To create and implement business plans specific to strategic trade lanes and industries
- To develop and drive business strategy for customers based on their business needs
- To regularly consult with customers in relation to their ongoing shipping requirements
- To develop air, sea and multi-modal products on strategic trade lanes
- To undertake market research and trade lane specific leads, and provide recommendations to AAW Global Logistics and Overseas Partners commercial teams with the view to drive ongoing business development
- To network and build relationships on a national basis with existing and potential customers with the view to expand AAW Global Logistics business opportunities
- To regularly attend networking events specifically related to strategic trade lanes

- To engage with the AAW Global Logistics Operational and Management teams with the view to ensure that key customers receive a high level of service and innovative solutions
- To submit quotations to potential/existing business in line with AAW Global Logistics company policy and systems
- To capture customer details and call reports into CW1 (AAW operating system)
- To file SOP (Standard Operating Procedures) including quotes, buying rates for every new customer in CW1 / M-Files
- To monitor and scrutinize profitability of client base within your portfolio
- To work cooperatively and effectively with all staff members as a team

CANDIDATE COMPETENCIES

AAW Global Logistics requires the candidate applying for this role to display the following competencies:

Leadership Competencies

- Demonstrates leadership in execution of tasks
- Is flexible and adaptable
- Recognised for treating people with respect
- Commercial awareness and ability to see the bigger picture

Intellectual Competencies

- Exhibits strong analytical skills
- Is a strategic thinker and displays vision
- Is creative and innovative
- Attention to detail
- Distinctive problem-solver
- Strong willingness to learn

Interpersonal Competencies

- Strong listening skills
- Open to criticism and others' ideas
- Impeccable oral and written communication
- Persuasive

Personal Competencies

- Has integrity and honesty
- Has refined organisation and planning skills
- Is calm under pressure
- Ability to manage own time
- Follows through on commitments

Motivational Competencies

- Enthusiastic with the ability to motivate others
- Persistent with a strong work ethic
- Proactive and takes initiative
- Sets high standards
- Develops and encourages teamwork

Professional Competencies

- 5+ years' experience in customer facing positions
- Tertiary education qualification
- Proven results in previous positions relevant to the described role