

INTERNATIONAL ROAD TRANSPORT COORDINATOR

Before asking, let's see what WE have to OFFER:

At IB Cargo, we are truly passionate about what we do, and we constantly welcome new colleagues with similar mindset. We developed rapidly, both as business and as team, and we wish to continue likewise. We believe in respect versus our partners, colleagues, and the promises we make.

Working @IB Cargo, means working with the best people, in a young, dynamic environment that encourages loyal relations.

We would gladly share more details about us, as well as our employment value proposition on our home page: www.ibcargo.com.

Job summary of this role:

Organize international road transports, managing fleet, development, and optimization commercial relationships.

Responsibilities for this role:

- Negotiate quotes with sub-contractors and submit offers to clients.
- Plan the most appropriate route for freight depending on the nature of the goods, cost, transit time and security.
- Identify best transport solutions for each client.
- Follow-up on transport orders and all related transport activity.
- Provide internal communication and support to ensure the successful delivery of results for each transport.
- Identify business opportunities, establish contacts, and build long-term relationships both with clients and carriers.

Requirements from our future colleague:

- Solid knowledge of international road transport applicable legislation, dedicated market, and related segments.
- Experience in handling INCOTERMS delivery conditions, CRM, TIR, Green card, transit guarantees.
- Previous experience of minimum 3 years in transits and transports especially in RU, UA, BA, AL, RS, as well as in other European countries.
- Ability to clearly identify the customers' current and future needs and present optimal solutions.

- Strong interpersonal skills with the ability to communicate clearly and effectively, both verbally and in written.
- Strong problem-solving, decision-making, negotiation and closing skills.
- Responsibility, resilience, persuasion, focus on team cooperation and respect.
- Fluent level of English, both verbally and written; Russian would be a definite plus.

