



Open Position Pricing / Inside Sales Coordinator

Reports to Vice President, Operations

The Role

Jaguar is seeking a knowledgeable forward-thinking Candidate who can assist the Pricing Group and interface directly with Outside Sales, Operations, Finance, Overseas partners/offices and Customers to ensure all opportunities for sales development and conversion into billable business are met with Jaguar's exceptional offerings. The role is highly commercial, as a pricing analyst works with service contracts, rate requests, and tariff implementation.

Responsibilities:

- Ability to work with spreadsheets and run or participate in meetings
- To be able to strategically plan and participate in service contract negotiations.
- Respond to internal and external shipment rate requests and prepare client tariffs.
- Regularly report on trade news either weekly or monthly. Keeping up to date with what's going on in the global freight markets is essential.
- Maintain a rate database, to include any/all rates received from service providers
- Generating quote sheets providing sell rates and maximize on gross profit
- Client Profiles - Working with the account management and operations teams to ensure that the appropriate service options are being utilized and that changes to the client profile are recorded properly.
- Work with the sales team to provide service options and rates to new prospects, ensuring gross margin expectations are met
- Onboarding of new clients – be the main point of contact with new Clients, to coordinate and collect all necessary documentation for Finance, Operations and I.T.
- Be able to work in fast- paced dynamic environment and comfortable delivering to deadlines

Performance Indicators

- Consistent improvement in new business acquisition; work with Outside Sales and Operations to determine key drivers for new Customer acquisition
- Employee development in skills set - computer usage, communication skills
- Ability to ensure exceptional Customer Service and promote Jaguar brand

Qualifications

The ideal candidate will have at least 3 years of experience in the Freight / Logistics business.

- Have commercial and economic awareness, including an awareness of global economic factors that can influence the shipping industry, is important.
- Require good reporting and analytical skills, Excellent communication skills, written and verbal, as well as a highly competent knowledge of MS Excel.
- Able to cope with working across a range of areas in a busy, commercial environment.