



ASI Logistics - ASI Solutions - ASI Supply Chain - ASI Movers - ASI Wine - ASI Fashion

Job Description – Trade Lane Specialist/Intern

Created in 2008, **ASI LOGISTICS** is specialized in freight forwarding, supply chain solution and moving. From simple FCL shipment to the latest e-commerce logistics solutions, **ASI LOGISTICS** has the answer to client challenges. With headquarter in Shanghai, we operate a global network across China, Southeast Asia and Europe.

Due to new partnership with a German logistics company **HEINRICH DEHN** (website: <https://www.heinrich-dehn.de/de/>), we're now looking for a Trade Lane Manager experienced in German-China freight forwarding business to be the liaison between ASI group and this 200-Year German company.

The successful candidate will be based in Shanghai headquarter, Hongkou District.

Responsibilities

- Responsible for the development of new and existing business on a specific trade lane and responsible to grow the volume in air and ocean on a specific trade lane (e.g. Germany/China)
- Analyze trade lane related market conditions to ensure pricing and service development
- Cooperate with branch offices as well as Germany agents in sales solicitation
- Collect information on potential clients for CIF/free hand business
- Make independent sales calls and secure CIF/free hand business
- Coordinate sales activities with all Fiege locations, to maximize CIF/FOB support
- Achieve sales targets and maximize opportunities of the multiplier effect
- Collect outstanding on a timely basis

Qualifications

- Well developed, commercial and strategic business skills
- Good presentation & negotiation skills
- Strong and wide knowledge about design Germany trade lane for air and ocean
- Fluent English and Mandarin
- Native German or local with strong exposure to German market is strong plus
- Fresh Graduate is also welcome

If you're interested in this position, please send your resume and cover letter to:

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