

DP World Careers | Commercial Manager Jobs in Dubai 2022

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Company: DP World

Location: dubai

Category: other-general

1- Commercial Manager

Job: Full Time

Location: Dubai, UAE

Description:

Actively involved in Strategic Planning and development for Shipping lines focusing on both short and long term planning

Primary point-of-contact for all Main shipping lines /Feeder Operators and NVOCC, set and agree on operational KPI's with each customer, draft yearly volume, revenue and cost budgets in liaison with container terminal operations

Establish Container Terminal pricing model, review and recommend tailor-made packages based on risk and volume contribution. Lead contract negotiations and ensure they are concluded in line with the overall guidelines.

Initiate meetings with Legal on complex contracts/agreements with new leads (project or new line of business) and finalize contracts/agreements with customers.

Understand Main Line networking and identify opportunities to attract transshipment volume in Jebel Ali.

Continuously updated and aware of developing market trends, opportunities and anticipated changes in advance and accordingly be able to provide tailor made solutions to address these changes.

Ensure complete awareness of local market requirements, trends and be able to address any

concerns with the customers.

Build strong relationships and partnerships with the customers.

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