

JOB DESCRIPTIONS

Senior Pricing/Pricing Manager

Carry All Logistics is a full-service of international freight forwarder providing businesses with all Logistics related services.

Core services include air freight, sea freight, customs clearance, domestic services, cross-border logistics, warehousing, and distribution. Official member of JC Trans, VLA and other global networks

Backed by enthusiastic, highly skilled staff and our global network, our aim to provide import and export services to destinations worldwide.

1. **Overall Purpose:** Obtaining, analyzing, and consolidating freight rates—primarily from Shipping lines and Airlines/CSA—to support competitive quotations for Overseas agents and internal Sales teams. This role requires strong market knowledge, excellent negotiation skills, and solid relationships with carriers, especially within the Ocean Freight sector.
2. **Reporting Line:** Sales Manager
3. **Key responsibility & Job Description**
 - A. Ocean Freight Pricing – 60%**
 - Source and negotiate Ocean Freight rates from major shipping lines.
 - Focusing areas: Oceania, MEA, ISC, EU, IA.
 - Maintain updated rate sheets, surcharges, and market trends.
 - Build and strengthen relationships with carriers to secure competitive pricing and space commitments.
 - Consolidate and analyze rate structures to support sales and overseas agent requests.
 - B. 2. Air Freight / CSA Pricing – 10%**
 - Obtain Airfreight from Airlines and Cargo Sales Agents (CSA).
 - Ensure accuracy and timely updates of air freight pricing.
 - C. Overseas Agent Quotation Support – 20%**
 - Prepare and provide quotations to overseas partners based on requested trade lanes.
 - Coordinate with internal operations and sales teams to ensure feasibility and accuracy of offers.
 - Follow up on submitted quotes to maximize conversion.
 - D. Reporting & Data Management – 10%**
 - Prepare regular pricing reports, market updates, and carrier performance summaries.
 - Maintain pricing databases and ensure data accuracy for internal use.
 - Support management with ad-hoc pricing analysis.

4. Job requirements

- Graduated from Universities or Colleges majoring in Import-Export, Transportation, Foreign Trade, Economics or related fields.
- Good at English, Excellent communication and interpersonal skills.
- Hard-working, eager to learn, progressive in work.
- Minimum 3 years of experience in the Ocean Freight market is preferred
- Prior experience in a pricing role within Freight Forwarding or Shipping Line environment.
- Strong understanding of Ocean Freight structures, surcharges, and market dynamics

5. Benefits:

- Base Salary and Attractive Pricing Incentive Scheme based on gained Volume and Archived GP.
- Company bonus, annual health checks, insurance, company trip.

6. Working time:

- Monday to Friday: 08:00 AM to 12:00PM, 01:30 PM to 05:30 PM.
- Saturday: WHF 08:00 AM to 12:00PM
- Working location: 4th Floor, 47 Pho Quang Street, Tan Son Hoa Ward, HCMC