

Job Description / Container Trading, Assistant Manager

DEPARTMENT: Sales & Marketing, Trading	DATE: April 2017
LOCATION: Europe	Region covered: Europe & Americas
REPORTS TO: Sales & Marketing Director	Line Manger Duties: n/a

Company Overview

Unitas Containers Limited ('Unitas') core business is Leasing of intermodal containers, reefers and tank containers, see www.unitas.bm for more details. Unitas is a family-run, private company incorporated in Bermuda established in 1997 and one of the top 20 lessors. The fleet comprises of 18 product types leasing to the world's largest shipping lines, logistics companies, tank operators and manufacturers under a variety of operating short or long term and financial leasing structures designed to help customers finance their growth, improve their operating efficiency and better balance their global trade flows. Unitas sells used containers and tanks across the globe into a variety of secondary markets. Unitas operates its business through 5 offices, and services its customers through a network of agents and over 160 third-party operated depot facilities spread across more than 40 countries. The Unitas Rotterdam office opened in 2016 as a regional hub to manage it's marketing, customer service, operations and technical services for all leasing and used equipment selling activities.

Job Summary

Unitas is expanding with a new Trading department launched this year. We are currently seeking a Sales Manager to drive the expansion of this new business division. In addition to role will be responsible for developing the existing established used equipment business by selling into secondary end-user markets by one-way moves to maximise residual values of investor's assets.

Job Responsibilities

- Active sales of Containers, closely coordinated with relevant marketing strategies to optimize net profit
- Sales of Unitas used container fleet for dry boxes, specials, reefers and tanks
- Trading of new and used containers within markets
- Repositioning and inventory management ensuring containers are in correct locations for selling
- Develop and deliver sales targets against sales plan
- Delivering volume growth with key accounts, across all categories including direct key account management
- Ensuring profitable and productive accounts across all market segments
- Develop and build upon relationships with customers to ensure the company can grow sales and presence in core areas
- Focus on expanding, growing markets within but not limited to Europe, and ROW working with the VP to ensure optimal distribution
- Determine if any necessary support or resource requirements
- Communicate and collaborate with departments to ensure success especially in marketing, operations, inventory control using one way to position equipment effectively
- Develop the second hand sales by increasing business with new customers in emerging markets
- Industry events and trade shows as necessary to effectively expand presence in the market place

What we're looking for

- Experience with managing a similar portfolio of customers across similar territory
- Experience in active sales, driving sales at the point of sell
- Ability to develop sales performance and sustainable new business
- Familiar with the container trading market, and second hand use of containers
- Planning skills, management of processes
- Attention to detail, excellent follow up skills
- Demonstrate motivation skills and organisation to activities
- Computer and IT skills, being able to report across Microsoft office functionality, presenting planning ideas
- A hard working and positive individual with the tenacity to get the job done
- Frequent travel within the territory

Send us your CV to hr@unitas.bm and apply today!

Please be advised that only applicants who are invited for an interview will be notified.