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JAC Recruitment Indonesia

## PR/123568 | Product Manager (Ocean Trade / Lane)

### Job Information

**Recruiter**

JAC Recruitment Indonesia

**Job ID**

1577650

**Industry**

Logistics, Storage

**Job Type**

Permanent Full-time

**Location**

Indonesia

**Salary**

Negotiable, based on experience

**Refreshed**

February 10th, 2026 10:39

### General Requirements

**Minimum Experience Level**

Over 6 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

None

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

#### Key Responsibilities

- Develop and execute FCL/LCL trade strategies for Indonesia export and import lanes, identifying growth opportunities and responding to market trends, competitor activity, and customer needs.
- Own P&L (down to GP Level) for the ocean product on the Indonesia level and drive volume growth across all relevant corridors.
- Build and maintain strong carrier relationships to secure competitive rates, enhance service offerings, and drive procurement excellence. Ensure carrier relationships are developed locally and strategically aligned with global policy.
- Participate in Regional / Global Ocean Product Meetings.
- Assist in developing Ocean product strategy for the cluster in alignment with global policy and Ocean Trade Lane Management (OTLM) strategy.
- Collaborate with Business Units to develop pricing models, customer-centric solutions, and oversee RFQ responses

aligned with trade lane profitability goals.

- Provide sell pricing guidance including landside and accessorial charges for both SME Sales, RFQ's & TLM Quotes
- Ensure competitive local procurement on Ocean Freight & Local input costs.
- Optimize trade lanes by balancing carrier capacity with demand, addressing underperformance, and ensuring cross-functional alignment.
- Lead trade lane performance reviews to enhance visibility, decision-making, and innovation across Indonesia.
- Lead ocean product across stations/branches within the Indonesia.
- Build and retain high class product and operations team that aligns with counterparts across the LOGISTEED Network.
- Drive collaboration with BU Ocean Leaders across the LOGISTEED International Network.
- Support sales and help deliver new clients with sizeable volumes on focus trade lanes.
- Manage operational execution and compliance in the cluster.

#### Qualifications

- Minimum of 5-7 years of experience in freight forwarding, with at least 3 years in a leadership role focused on trade lane development, pricing, and procurement.
- Strong relationships with ocean carriers (particularly Chinese carriers) and logistics partners.
- Proven ability to execute strategies across cross-functional teams including sales, product, and carrier management.
- Excellent communication and coordination skills in a global and multicultural environment.
- Experience with Cargowise as a Freight forwarding operation system.
- Business-level English required.

**Notice:** By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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#### Company Description