



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

March 10th, 2026 12:01

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.

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Company Description