



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

#### 募集職種

##### 人材紹介会社

ジェイエイシーリクルートメントインドネシア

##### 求人ID

1577650

##### 業種

物流・倉庫

##### 雇用形態

正社員

##### 勤務地

インドネシア

##### 給与

経験考慮の上、応相談

##### 更新日

2026年03月24日 05:00

#### 応募必要条件

##### 職務経験

6年以上

##### キャリアレベル

中途経験者レベル

##### 英語レベル

ビジネス会話レベル

##### 日本語レベル

無し

##### 最終学歴

短大卒：準学士号

##### 現在のビザ

日本での就労許可は必要ありません

#### 募集要項

##### 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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