



Seafrigo Group

The Seafrigo Group is an expert in the field of food logistics (sea freight, perishable air freight, warehousing, road transport, container drayage). Present in France and internationally, Seafrigo has its own infrastructures in 20 countries as well as a network of partners on a global scale. A fast-growing company with more than 1,300 employees, Seafrigo is today recognized for its flexibility, dynamism and proximity.

JOB OFFER

Head of Pricing & Procurement - \$125k-\$165\$K

Seafrigo USA is looking for a flexible, energetic, and motivated professional to fill the position Head of Pricing & Procurement in our Elizabeth, NJ location. You will be working for a world leader in "one stop shop" solutions from freight forwarding to customs brokerage, from warehousing to domestic transportation, so experience in the freight/warehouse industry will set you apart. Seafrigo deploys unique solutions that allow our customers to optimize the supply chain of their food products. We would like to invite you to apply to be a part of this amazing company.

The Head of Pricing & Procurement USA is responsible for securing, negotiating, and managing Air & Ocean Freight service contracts and setting the pricing strategy with VP Sales & Group Head of Ocean Freight Procurement. The position will develop a strategic approach to service contract negotiation and pricing in a growing and ambitious setting and advises and coordinates the organizations requirements with the services and capabilities provided by the Steamship lines and Airfreight service contracts. The position will also oversee and manage Pricing activities for the Seafrigo USA Trucking business aligned with Air & Ocean freight businesses.

Compensation will be commensurate with previous experience.

*Are you ready to take on this challenge?
Apply from our « working at Seafrigo » web page!*

www.seafrigo.com



Your Essential Duties & Responsibilities:

- Responsible for FCL & LCL Ocean Freight Procurement with core Steamship lines in accordance with the respective agreed thresholds. FCL & LCL Procurement includes Reefers, Specials and Standard equipment.
- Responsible for Airfreight procurement with core Carriers
- Cooperates with, educates and guides Seafrigo Operations, RDM, TLMs, and Business Development.
- Continuously optimizes existing agreements against market conditions and estimates the potential impact.

Pricing:

- Work with VP Sales & Global Head of OFR on developing and setting vendor rates and client rates
- Lead the day-to-day pricing activities across all product categories (Air, Ocean, Transportation)
- Evaluate pricing strategy performance and present recommendations that drive profitability.
- Selling rate guidance to the Seafrigo RDM, TLMs, and Business Development.
- Responsible to arrange the respective filing of buying rates.

Carrier Management:

- Accountable and Responsible for Seafrigo relationships with Steamship lines and Carriers.
- Policy setting in alignment with Group strategy.
- Negotiates and finalizes Rate, VID and Capacity Agreements.
- Sets, measures, and conducts annual capacity targets.
- Conducts regular QBRs with core Steamship lines Carriers.
- Escalation point for capacity issues.

Operational Support:

- Pro-actively support and guide operations where required.
- Escalation point for major operational issues.

VID:

- Negotiates and finalizes annual VID agreements.
- Drives tracking of VID optimization.
- Provides monthly input of cargo steering for VID optimization.
- Validates and issues VID invoices.

Your Previous Experience:

- A senior experienced professional (15 years minimum) in the global Ocean Freight Management industry
- Profound global and regional knowledge of the Ocean Freight market.
- Knowledge of Airfreight/willing to develop Airfreight competencies.
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- Strong and respected Carrier relationships
- Experience of operating in a multinational business environment
- Strong commercial mindset and advanced Ocean product knowledge
- Experience of operating in a multinational business environment
- Experience with Reefer and Temperature Controlled logistics
- Excellent analytical skills & negotiation experience
- Ability to understand and communicate complex data/financial information



- Developed systems knowledge
- P&L experience
- Spoken and written fluency in English language, with Spanish speaking capabilities being advantageous

Characteristics:

- A self-starter, who enjoys a broad remit of activities.
- A hands-on, pragmatic, highly service orientated mindset.
- Highly developed interpersonal communication skills.
- A natural relationship builder, approachable and respectful with and to colleagues and partners.

Seafrigo Offers:

- Medical, dental and vision benefits
- PTO and sick leave
- 7 holidays/year
- 401K with matching
- Annual Performance Bonus
- Hybrid Work from Home available after initial training

Seafrigo is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive work environment for all employees.

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