

Air Cargo Regional Sales Manager

Location: Australia

Position: Full Time

Language: English

APG Australia, New Zealand & South Pacific (managed by Anjuna) is part of the APG Network, a leading airline focused company with an extensive network across all continents and a portfolio of over 200 airline clients. APG offers a wide range of distribution products including GSSA, IET, BSP, ARC, TCH and Cargo services.

We are currently expanding our Cargo services and have an opening for an Air Cargo Regional Sales Manager based in Australia.

The ideal candidate will lead the account development and market penetration strategy for assigned customers across Australia, New Zealand & South Pacific. They should have some experience in Airline/Aviation, Air Cargo or Freight Forwarding industries. They must be skilled at building and maintaining relationships with clients and have excellent interpersonal skills.

Job Description:

- Assist and manage the setup of Cargo operations in Australia, New Zealand & South Pacific
- Manage a portfolio of accounts
- Develop positive relationship with clients and freight forwarders
- Resolve conflicts and provide solutions to clients in timely manner
- Plan and manage the air export/import operations
- Execute full set of air export documents and cargo planning
- Arrange bookings with airlines and co-loaders
- Respond to RFPs in timely manner
- Actions pickup requests with appropriate paperwork
- Inputs invoices, and storage charges in Cargospot as well as distributing the invoices
- Interpersonal communication with clients and handles the transactional requirements of their accounts
- A team player interacting with peers, subordinates, and colleagues at various APG divisions
- Exceed client expectations while respecting and adhering to company policies
- Other duties as required

Qualifications

- Bachelor's degree or equivalent experience
- Experience in Air Cargo/Freight, Airline or Logistics industries (2 years required)

- Experience in Sales and as an Account Manager in region (3-5 years required)
- Experience working with customs
- Experience managing operations with components of aviation regulations
- Minimum 2-5 years Air Freight Forwarding operations and export
- Knowledge & compliance with Dangerous Goods
- Prior working experience with lean / process improvement initiatives
- Understanding of sales performance metrics
- Excellent interpersonal and communication skills required – written and oral
- Experience in sales or customer interface
- Team player
- Advanced computer skills in Excel
- Experience on CARGOSPOT
- Demonstrated drive, initiative & flexibility to ensure task completion
- Demonstrated time management & organization skills
- Ability to work under pressure
- Authorised to work in Australia

Benefits

- Paid time-off
- Bonus program

If interested, please send your resume and cover letter to careers@anjuna.global.

Only selected applicants will be contacted to proceed to interview stage.