

Project Logistics Pricing Specialist (Brazil)

Key responsibilities and tasks

- **Deep Project Logistics expertise**, with proven experience in Pricing and proposing critical, complex, and tailor-made project logistics solutions.
- **Strong industry network and stakeholder management skills**, maintaining close relationships with heavy-lift carriers, heavy haul transportation providers, barge and tug operators, crane and floating crane companies, shipping lines, co-loaders, airlines (IATA), agents, and Blue Water Shipping offices worldwide.
- **Advanced proficiency in Microsoft technologies**, with the ability to develop and edit high-quality technical proposals and presentations that align with the complexity and specific requirements of major projects.
- **Strong technical and analytical capabilities**, including the ability to interpret engineering drawings, review extensive project packing lists, and work closely with the sales team to develop competitive, innovative, and winning logistics solutions.
- Plan, prepare and participate in strategic meetings with shipping lines, co-loaders, airlines / IATA, agents and other BW offices
- Negotiate rates and special conditions (*) with shipping lines, co-loaders, airlines / IATA, agents and other BW offices
- (*) *Special conditions include: special rates, free times (detention, demurrage, storage & plugging), validity, allocation, equipment availability & payment terms*
- Negotiate tenders, BIDs and RFQs in cooperation with the sales executive
- Analyze and define tariffs and local charges or the company in all products with the support of each Operational Team Leader
- Update sales analysis files on weekly basis and present same to the Commercial Team – per sales executive and sales support
- Assist the Commercial Department on sales development based on the sales analysis and also special rates negotiation
- Guide the Commercial Department through rates opportunities
- Optimize with Operations and Commercial Department best use and profit depending on shipping line and co-loader
- Coordinate with Operations Department performance with shipping lines as this may have a direct impact (positive or negative) on rates negotiation
- Create solutions to improve the work routine
- Present results verbally or in written reports when requested
- Other duties as assigned

Qualifications and competencies

- Fluent in English
- Negotiation skills
- Proactiveness
- Problem solving skills
- Communication skills
- Analytical thinking
- Detailed oriented
- Ability to plan the work routine
- Microsoft Office package advanced knowledge: Outlook, Word, Excel & Power Point
- Have a strong customer focus, capable of finding solutions for the customer while assuring quality profit for Blue Water
- Competent to support sales development and related activities

Behavioral skills

- Leadership and team management.
- Analytical and strategic thinking.
- Clear and objective communication.
- Negotiation and decision-making skills.
- Ethics and responsibility.

An exciting opportunity

We offer you an exciting opportunity to work in a team of motivated and qualified specialists, in a company with a high focus on employees and a unique culture.

What we offer

- Medical and dental coverage for employees and dependents
- Life insurance with differentiated coverages
- Food/M meal voucher
- Transport ticket

Ready to take the next step in your career? Apply now.

As we review applications, we plan to invite qualified candidates for interviews while the posting may still be active.

If the position has piqued your interest, we recommend that you don't hesitate to send in your application.

For this role, visa sponsorship is not available.

What we do – Together we create solutions

Blue Water is a global provider of all logistics services in modern supply chain management. The company was founded in 1972 in Denmark, and today, Blue Water has over 2,700 employees at 80 offices worldwide. Every Blue Water office combines a strong global network with local expertise, and the company operates in various dedicated business segments.