International Logistics Sales&Procurement Specialist

国际物流销售&采购专员

LOCATION : Shenzhen/Shanghai
工作地点：深圳/上海

COMPANY PROFILE
公司简介：
A French international logistics group. With offices in Beijing, Shanghai and other cities, we provide sea-air multimodal logistics and supply-chain solutions focusing on Europe and Africa markets.
法国国际物流集团，在北京、上海等城市设有办公室，提供海空多式联运及供应链解决方案，深耕欧非市场。

MISSIONS
岗位描述：

The International Logistics Sales & Procurement Specialist is a multi-role position focusing on the European and African markets. You will independently drive end-to-end international logistics business development while supporting the company's foreign-trade procurement work. You will contribute to the company's overseas business expansion and stable supply- chain operation.

本岗位为复合型岗位，主攻欧洲、非洲市场。独立负责国际物流全流程业务开拓，同时承担公司外贸采购相关工作，助力公司海外业务布局以及供应链稳定运转。

RESPONSABILITIES
工作职责：

1. Develop international logistics business in European and African markets, identify potential clients including foreign-trade enterprises and cross-border e-commerce players, and achieve assigned sales targets.

开拓欧洲、非洲区域国际物流业务，挖掘外贸企业、跨境电商等潜在客户，完成既定销售业绩指标。

2. Stay updated on logistics customs rules, route features, tariff policies and market conditions across Europe and Africa. Provide integrated logistics solutions covering sea freight, air freight, multimodal transport, warehousing and distribution, deliver accurate quotations and resolve client inquiries.

熟悉欧非地区物流通关规则、航线特点、关税政策及市场行情；提供海运、空运、多式联运、仓储配送一体化物流方案，精准报价，解答客户咨询。

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3. Acquire new clients, maintain existing accounts, oversee business negotiation, contract signing, order execution and after-sales support. Handle transport exceptions timely to secure stable cooperation and improve customer retention and reputation.

开发新客户、维护盘活老客户，跟进商务洽谈、合同签订、订单落地、售后全流程；及时处理运输异常，保障合作稳定，提升客户复购与口碑。

4. Monitor market updates, industry trends, competitor moves and policy changes in Europe and Africa. Issue regular market analysis reports, optimize business development strategies and identify new business opportunities.

调研欧非物流市场动态、行业趋势、竞品及政策变化，定期输出市场分析报告，优化拓客策略，挖掘业务新增量。

5. Develop and manage overseas agent resources in Europe and Africa, build reliable overseas logistics cooperation networks.

拓展维护欧洲、非洲海外代理资源，搭建稳定的海外物流合作体系。

6. Support company procurement & resale activities: source, screen and evaluate qualified suppliers, maintain supplier files, negotiate pricing, payment terms and after-sales clauses, optimize procurement channels and control procurement costs.

负责公司采购及对外销售业务：开发、筛选、评估优质供应商，建立供应商档案；洽谈价格、账期、售后条款，优化采购渠道，控制采购成本。

7. Manage full procurement workflow including order placement, order tracking, goods acceptance, reconciliation and settlement. Control quality, lead-time and cost, mitigate procurement risks.

负责采购下单、履约跟进、到货验收、对账结算全流程，把控物资质量、交期、成本，规避采购风险。

PROFILE REQUIRED

岗位要求：

1. Bachelor's degree. Majors in International Trade, Logistics Management, Supply Chain, Marketing or related fields are preferred.

本科学历，国际贸易、物流管理、供应链、市场营销等相关专业优先。

2. Prior working experience in international logistics sales, overseas business development or procurement is preferred. Familiarity with European / African logistics and trade environment, or existing client & agent resources for these markets will be a strong plus. Fresh graduates with outstanding sales, communication and learning capabilities are also welcome.

有国际物流销售、海外拓展或采购相关经验优先；熟悉欧非物流贸易环境，具备欧非客户、代理资源优先；销售、沟通、学习能力突出的应届生亦可。

3. Solid knowledge of international logistics operations, basic foreign-trade principles and end-to-end procurement procedures. Awareness of Europe-Africa shipping routes, customs clearance and logistics policies. Competent in business negotiation, quotation calculation and cost control.

熟悉国际物流操作、外贸基础知识以及采购完整流程；了解欧非航线、通关及物流政策；具备商务谈判、报价核算、成本管控能力。

4. Good written and verbal communication skills in English or French for independent communication with overseas clients and suppliers. Proficient in common office software.

良好的英语或法语读写沟通能力，可独立对接海外客户与供应商；熟练使用各类办公软件。

5. Strong market awareness, business development competence and ability to work under pressure. Self-motivated, careful, detail-oriented, customer-minded, good team player with solid professional ethics, able to adapt to variable business schedules.

市场敏感度高，业务开拓能力强，可承受工作压力；工作主动细致，具备客户服务意识、团队协作精神与良好职业素养，可适配阶段性业务节奏。

APPLICATION

投递方式：

Please send your CV and cover letter to : Bj-hr@ccifc.org

请将简历和动机信投递至：Bj-hr@ccifc.org