

## Overseas Development Manager

**Location:** Guangzhou

**Sector:** Logistics

**Starting date:** ASAP

**Job Reference:** CDS2025080

### ABOUT THE COMPANY

Our client is a dynamic multinational company specializing in supply chain solutions, with dual operational hubs in key Asian markets. Dedicated to providing streamlined and dependable services, the organization adapts its offerings to meet the evolving demands of an international customer base. As a forward-thinking industry player, the company places a strong emphasis on client satisfaction, constantly optimizing its operations to drive seamless experiences and foster long-term partnerships worldwide.

### Mission

The role is responsible for developing and managing assigned international trade lanes and overseas agent networks. The position drives business growth, ensures service quality, and optimizes profitability through close collaboration with internal teams, overseas partners, and procurement functions.

### RESPONSIBILITIES

#### Trade Lane & Overseas Management

- Develop, manage, and evaluate overseas agent networks for assigned trade lanes.
- Generate routing orders and business through the agent network and international associations where the company is a member.
- Coordinate internal teams to ensure service quality, operational alignment, and timely issue resolution.
- Maintain strong relationships with key overseas partners, including **regular business and performance reviews**.
- Work with procurement teams to secure competitive rates and support bidding business and quotation activities.

#### General Tasks

- Find the right partner and develop business in assigned regions (France, Italy, Turkey, Middle East, Sub-Indian Continent) with overseas counterparts.
- Promote company products and services and build a strong partner and customer network.
- Monitor and drive volume growth, sales performance, and profitability of assigned trade lanes.
- Own and lead assigned lanes with full accountability for performance and results.
- Analyze market trends, country-specific conditions, competitors, and key accounts.
- Monitor risks and payment terms to ensure commercial compliance.

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- **Develop and maintain marketing, sales, and offer tools** for effective distribution and activation of overseas agents.

## REQUIREMENTS

- Bachelor's degree or above in Business Management, Logistics, or related fields.
- 8+ years of experience in international logistics/freight forwarding.
- Proficiency in shipping, trucking, and warehousing procedures; proven business development track with multinationals.
- Familiar with MS Office and CW1; excellent English reading/writing; strong communication & interpersonal skills.

## APPLICATION

Please send your resume and your motivation letter to:

[sc-recruitment@ccifc.org](mailto:sc-recruitment@ccifc.org)

**Mail subject:** Your name | Job title - location [Job reference]

Ex. Your name | Overseas Development Manager - Guangzhou [CDS2025080]

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