

Job Title: Pricing Executive

Location: Andheri, Mumbai

Experience Required: Minimum 2+ years in Logistics / Freight Forwarding (Air or Ocean, Import & Export)

Key Responsibilities:

- * Obtain competitive freight rates from carriers, shipping lines, airlines, and overseas agents.
- * Prepare and submit accurate pricing and quotations to the sales and business development teams.
- * Coordinate with overseas counterparts, vendors, and partners to ensure best possible rates.
- * Maintain and update rate sheets for both air and ocean freight (imports & exports).
- * Analyze market trends, competitor pricing, and customer requirements to ensure competitiveness.
- * Ensure quotations are in line with company's margin policy and business guidelines.
- * Support sales team with rate inquiries and pricing proposals within required timelines.
- * Build and maintain strong relationships with vendors, shipping lines, airlines, and agents.
- * Track pricing effectiveness and suggest improvements to enhance profitability.

Requirements:

- * Graduate in Commerce / Logistics / International Business or related field.
- * Minimum 2+ years of experience in freight forwarding / logistics (Air & Ocean, Import & Export).
- * Strong negotiation and vendor management skills.
- * Good knowledge of Incoterms, shipping documentation, and international trade practices.
- * Excellent communication and interpersonal skills.
- * Proficiency in MS Excel, Word, and email correspondence.
- * Ability to work under pressure and meet deadlines.