

Key Responsibilities:

Develop new business opportunities for ODC cargo across existing and new customer segments.

Promote Transworld's capabilities in handling specialized cargo on Flat Racks and Open Tops through direct customer engagement and trade visits.

Collaborate with pricing, operations, and documentation teams to provide competitive and technically sound logistics solutions.

Work closely with the Head – ODC Sales to develop the product vertical, build volumes, and enhance Transworld's market visibility in the ODC segment.

Understand technical details of cargo dimensions, lashing, securing, and equipment compatibility to offer accurate solutions.

Monitor competitor activity and identify market trends to formulate targeted strategies.

Ensure smooth execution of shipments by coordinating with customers, ports, and internal stakeholders.

Meet defined GP and volume targets, ensuring profitable and sustainable business growth.

Travel as required for business development, customer meetings, and site visits.

Desired Profile:

Graduate / Postgraduate with 5–10 years of experience in ODC or Project Cargo Sales within a Freight Forwarding or Logistics environment.

Strong network among exporters, importers, and project logistics clients.

Proven track record of acquiring new business and developing customer relationships independently.

Practical understanding of cargo handling, equipment selection, and ODC operations.

Excellent communication, negotiation, and presentation skills.

Entrepreneurial mindset with a solution-oriented and result-driven approach.