



OTTOBAUTHENTIC

Let's Talk... we're looking for:

Sea Freight Pricing Specialist Germiston

ROLE/JOB DESCRIPTION:

- ⑧ We are seeking an analytical and detail-oriented Sea Freight Pricing Specialist to join our team in the logistics sector. The successful candidate will be responsible for managing and coordinating all aspects of sea freight pricing, including compiling accurate quotes, negotiating with carriers, and supporting the sales and operations teams with competitive rate structures. This role requires strong market knowledge, excellent negotiation skills, and the ability to provide accurate and timely pricing solutions that drive profitability and customer satisfaction.

RESPONSIBILITIES:

- ⑧ Source, negotiate, and maintain competitive sea freight rates with carriers, shipping lines, and agents.
- ⑧ Prepare and deliver accurate, timely, and profitable sea freight quotations for both import and export shipments.
- ⑧ Analyze client requirements to provide tailored pricing solutions that align with service expectations and budget.
- ⑧ Monitor freight rate trends, surcharges, and industry developments to ensure pricing remains competitive.
- ⑧ Manage rate filing, contracts, and service agreements with carriers and partners.
- ⑧ Support sales teams with strategic pricing input for tenders, bids, and RFQs/RFIs.
- ⑧ Build and maintain strong relationships with carriers, overseas agents, and internal stakeholders.
- ⑧ Ensure compliance with all regulatory, customs, and company policies in pricing structures.
- ⑧ Regularly review profitability of accounts and provide feedback to management.
- ⑧ Maintain accurate and up-to-date rate databases and tariff systems.

EDUCATION/EXPERIENCE:

- ⑧ Matric / Grade 12 (essential).
- ⑧ Diploma or Degree in Logistics, Supply Chain, or International Trade (advantageous).
- ⑧ Minimum 3–5 years' experience in sea freight pricing, procurement, or related role within the logistics/freight forwarding industry.
- ⑧ Strong knowledge of international shipping terms (Incoterms), carrier contracts, and sea freight operations.
- ⑧ Excellent negotiation and supplier relationship management skills.
- ⑧ Proficiency in MS Excel, pricing tools, and freight management systems.
- ⑧ Understanding of customs procedures and international trade regulations.

Kindly note: If you have not heard from us within 14 working days, your application was unsuccessful

FULL JOB SPEC AVAILABLE FOR YOUR PERUSAL

How to Apply: Please submit your resume to: jaques@ottobauthentic.co.za and use the job title and location as the subject