

Agents Developer (Business Development Department)

About iContainers

iContainers is the first international global online freight forwarder that offers international ocean and air freight services for business and individuals. Our customers are able to quote, book, and manage export and import shipments faster, cheaper, and easier. Through its innovative online platform www.icontainers.com clients can:

- Get instant online ocean and air freight quotes
- Book, purchase, manage, and track shipments on our platform
- Manage all paperwork and documents online

We have offices based in Miami (US), Barcelona (Spain), Rotterdam (Netherlands), Santo Domingo (Dominican Republic), and Ahmedabad (India).

As the Agents Developer, your responsibilities will include:

- * Reaching out to new markets and freight forwarding agents for the company
- * Following up on Agents' leads, providing rate quotations, and closing sales
- * Conducting Agents' rating, selection, and evaluation every quarter/half year
- * Creating & interpreting quarterly reports about current Partners, sales stats, and Agent networks
- * Liaising between Agents (clients) and the sales and operations departments
- * Contributing to global team effort by accomplishing related monthly targets

The right candidate will have:

- * Experience and/or knowledge of international trade and logistics (i.e. incoterms etc.)
- * You are tech-savvy and passionate about innovation
- * Strong communication skills in Spanish and English; other languages are a plus
- * Strong capacity to analyze information, organized, and focused on productivity
- * Highly proactive and results-driven, with good client communication skills

Here's what iContainers offers:

- * Six months paid internship with possibility of full-time position if you prove your capacity
- * An opportunity to grow your career within an innovative global company
- * To be part of a international team of smart and proactive professionals passionate about solving challenges with technology
- * Training on how one of the world's largest industries works, and a chance to apply your related experience to shape the future of international logistics
- * Centrally-located office in the middle of Barcelona's Eixample area
- * International scope and global responsibilities
- * Employment contract

If you're interested, please send your CV to agents@icontainers.com to apply. Please also write a few sentences about yourself to help us understand why you are the one for us.

We look forward to having you on board!