



ABOUT US

Founded in 1972, X-PRESS FEEDERS has since grown into the world's largest independent common carrier in the world, providing a wide geographical coverage. **Our mission is to be "The Global Common Carrier"**, in providing the most reliable and cost-effective service to support our customers' feeding needs. With no containers of our own, we provide only service and not competition to our customers.

OUR CORE VALUES

1. **Respect:** We respect our customers and place utmost importance on all services we provide to them.
2. **Integrity:** We are fully committed to serving our customers, professionally and ethically. We believe in establishing mutual trust with our customers and recognise the success which this brings.
3. **Diversity:** We value every individual for the wealth of knowledge and unique talent they bring with them, regardless of background.

JOIN YOUR LEADING FEEDER SOLUTIONS PROVIDER

Are you ready to embark on a rewarding career journey with a leading feeder solutions provider in the maritime industry? We are seeking ambitious and talented individuals to join us and play a vital role in shaping the future of global shipping. If you are driven, adaptable, and you resonate with our mission and values, we welcome you aboard! At X-Press Feeders, we embrace diversity and are committed to providing an inspiring, inclusive and secure working environment for our employees stationed across the globe. You will have the opportunity to collaborate with a global and diverse team and embark on a career that will take you to new shores.

ASSISTANT MANAGER/MANAGER, LINE MANAGEMENT

Summary: To manage the running of assigned services in a profitable manner and ensure constant dialogue with stakeholders, vendors, and customers (principal and agency). To be reactive to market changes to ensure improved service volumes, scope, efficiencies, and profitability. The role does involve travel to visit customers, agents, and terminals.

Employment Type: Permanent

Reports to: Hub Director

Location: Singapore

Role and Responsibilities:

- P&L Responsibility;
- Improve cost efficiency and optimize yield;
- Select ships with optimum intake, bunker consumption and tonnage for lowest port dues;
- Close monitoring of daily bunker consumption via use of the system and ensure vessel consumption is in line with Time Charter Description (TCD) and cross check against other sister ships previously operated in the trade or region;



- Monitor and review bunker survey report of individual stem and confirm that reported quantities are in line with master's reported ROB. Deal with any variations immediately;
- Cost control – Direct and Indirect costs must be thoroughly understood;
- Manage terminal contracts for assigned trades;
- Manage and resolve claims (cargo claims, container damage, vessel damage) in consultation with legal team where required;
- Strategising trade routes (existing and new). This may involve consolidation with customers and competitors or expanding existing service coverage either via own deployment or swaps with other operators;
- In collaboration with the Commercial department, acquire, compile and maintain trade statistics and reports for analysis and decision making;
- Space management and selection of cargo that delivers best NTV (Net To Vessel) returns;
- Look for opportunities to implement GRI's (general rate increase), RR's (rate restoration), CBR (critical bunker recovery) for all trades managed in line with cost increases;
- Manage and coordinate rate quotation and filing with commercial department;
- Liaise with agents to ensure online booking forecasts are updated timely in online system;
- Build and retain good relations with customers assigned to you in order XPF become their preferred vendor of choice. The company will expect you to deal with commercial matters relating to a wider geographical scope where you will be briefed internally before discussing with the customer. This will involve regular contact via face to face meetings and entertainment. Out of hours work and travel may be required.
- Business development
 - Strategizing trades routes (existing and new) which involves new service development / expansion;
 - Feasibilities studies on various services concept and deployment scenarios;
 - Securing/expanding of slot swap and fixed slot deals.

Key Performance Indicators

- Accurate and on time internal and external communication
- Customer satisfaction
- Good internal working relationships



Requirements:

- Bachelor's degree in maritime business or business management.
- Minimum 7 years' experience in shipping line involving in trade.
- Effective communication and interpersonal skills to collaborate with colleagues across departments and various internal & external stakeholders.
- Independent and result oriented.
- Strategic thinker.
- Ability to focus on tasks and analyses situations, systems, and problems.
- Ability to make quick decisions supported by information and data gathered.
- Able to work in fast pace environment.
- Strong leadership.
- Proficiency in the English language, both verbal and written.

APPLY NOW

Join our team and be part of an exciting journey towards personal and professional growth to make a real impact on global trade. If you are interested in the career opportunity, we invite you to apply today. Please share your updated resume, emphasizing your relevant experience and email to recruit.asia@x-pressfeeders.com.

We regret that only shortlisted candidates will be contacted.

Attention to recruitment agencies:

X-Press Feeders operates with a preferred supplier list (PSL) for recruitment purposes. As such, we will not be considering or accepting unsolicited applications from non-PSL agencies for the role currently available. We kindly request that you refrain from submitting applications on behalf of your clients. Thank you for your understanding and cooperation.