

Nigeria Jobs Expertini®

Head of Logistics Business - Nigeria

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Company: Spinnaker

Location: Nigeria

Category: business-and-financial-operations

Drive growth and profitability of intermodal logistics services for key customers of this ocean shipping line.

As the Head of Business in Lagos, you will be responsible for the incorporation of the business in country and the establishment, and growth of the customer base for this new service.

Having business leadership experience, you'll be responsible for profit and loss projections, and strategising business services based on customer needs.

With the aim to winning long-term contracts in country, you'll have an understanding of ocean, rail, and road containerised transportation working with the existing customer base for last mile logistic services.

Having a broad knowledge of in-country customers, and a network of contacts, you'll bring in new business with the aim to grow the office in the region.

Having a commercial mindset and knowledge of liner business, you will use your experience to anticipate and provide proactive solutions to issues that may arise.

As you will be targeted on the results that you and your team can produce, you will be calling upon your experience in logistics and freight forwarding.

You will have a track record in developing new business and winning new contracts.

This position will see you based in Lagos, with in country travel expected.

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