

# LCL Business Development Representative



ICL is an International World Class Trans-Atlantic niche shipping line with an integrated logistics network offering the most reliable delivery and customer-focused solutions.

To strengthen our Liverpool team, we are looking for a dynamic employee to join our SCS Sales & Operations Team. Tasks will include : acquire new business, negotiate contracts, monitor market trends, maintain sales pipelines as well as support shipment coordination and handle customer issues.



## What do we have to offer...

- ✓ Joining a vibrant team
- ✓ Financially strong and growing company
- ✓ Healthy work environment (modern offices/hybrid work possibilities)
- ✓ Talent development
- ✓ Competitive Salary and Benefits
- ✓ Great culture



## What are we looking for...

- ✓ Enthusiastic full-time worker
- ✓ Communication and commercial insight are essential concepts in our daily business operations
- ✓ Dedication which results into a strong sense of support and loyalty to the business
- ✓ 'Can-do' personality



## What skills are required...

- ✓ Prior hands-on experience in LCL Operations (import/Export)
- ✓ Strong track record of cold calling/tele-sales
- ✓ Experience working with overseas agents and ocean carriers is a plus.
- ✓ IT skills – quickly picking up processes and basic software as Excel/Word
- ✓ Problem solver and Enabler

**[WWW.ICL-LTD.COM](http://WWW.ICL-LTD.COM)**

## Ready for a challenge...

mail your CV to [eu\\_recruitment@icl-ltd.com](mailto:eu_recruitment@icl-ltd.com)

