



Costing and Market Research Executive: 1 Position (Ref. Code – BD 04)

Experience: 5 years

Age Profile: Around 30 years

Qualifications:

- Graduate-Additional Marketing, Logistics, Statistics qualification will be preferred.
- Working knowledge of MS OFFICE. Must be specifically familiar with EXCEL and must be strong on Data Analysis skills.
- Background in Shipping / Logistics. Commercial exposure in container based organization moving both domestic and exim cargo will be useful.
- Strong Communication Skills and command over spoken and written English.

Profile:

- Preparing rate proposals based on unit costs and marketing requirements
- Preparing new product analysis reports looking at profitability, sustainability etc.
- Preparing Data sheets on Unit Costs in coordination with Accounts functionaries.
- Identifying and Developing Database on Potential Customers, with information on products, logistics requirements, Services currently used, Rating, etc.
- Carrying out detailed commodity and Region wise analysis for potential cargo/ business for the project.
- Providing inputs into planning process for new terminals, equipment etc.
- Preparing Costing Model, taking into account Capital Costs-Building and Equipment, Administrative Overheads - mostly Staff Cost, and Running Costs.
- Preparing of Revenue Generation Model based on Projected volumes and Expected rates
- Working out Expected Returns to Investment