**Customs Brokerage Solutions - Sales assistant**

The GEODIS Freight Forwarding Line of Business is composed of solutionssuch as Air freight, Ocean freight, Rail, Project Logistics and **Customs brokerage**. You will be part of the dynamic Customs Brokerage Solutions team.

The team oversees the worldwide development of the solution on all aspects, such as the Value-Proposition, the value-added services, the sales offers, the intranet, the external website etc …

The main mission is to offer adapted customs Brokerage solutions aligned with the market’s demand.

Under the supervision of the Customs Brokerage Manager at GEODIS, your main missions will be to support and assist the:

**Customs Brokerage** **commercial analysis**

* Reviewing of the customs sales international pipelines to measure performance.
* Participating and preparing the management board meeting
* Working on sectorial market research and monitoring concrete sales actions
* Lever commercial development with Global Accounts and Key Account managers.
* Financial result analysis for market trends predictions.
* Leading strategic studies and market trend analysis (value-added solutions from start-ups, Digital and IT solutions, innovation, competition) to follow the environment.
* Preparing and animating dedicated workshops / training with international teams.
* Presenting to all regions specific research for taking best practices.

**Customs Brokerage** **development**

* Supporting on new value proposition creation to fit market needs.
* Support on internal and external customs awareness to train our talents.
* Support on updating global customs databases & footprints to provide best material for sales support.

**Profile:**

* Master’s degree in business School or supply-chain / International Trade
* knowledge in Freight Forwarding & supply-chain in an international environment is a +
* Fluent in French and professional English, good sense of relationships, team spirit, autonomy, sense of organization and rigor, adaptability, autonomous, motivated
* Pack Office: Good knowledge (Word / PPT / Excel)
* Knowledge of the CRM tool named **Salesforce** would be a +