



Our client is a Global Logistics Company and offers integrated and sustainable solutions throughout the entire supply chain. With a turnover of more than one billion € and more than 3.000 employees they offer solutions on a global scale. To support growth they are looking for a

Pricing and Solution Design Manager (m/f/d) Köln – Hybrid Work

Your tasks:

- ✓ Supporting the activities of sales team from a technical and analytical point of view also by relating to customers or potential customers
- ✓ Developing commercial offers and implement logistics plans related to BU's strategy, drafting the budget for new projects, new services and new customers working closely with relevant stakeholders
- ✓ Ensuring compliance standards in alignment with Customers contract and proposing problem solutions in according with the functions involved
- ✓ Monitoring and analyzing the operational data with the aim to assure/improve the operational quality of the branches/sites
- ✓ Analyzing data and process to define logistics/transport flows and assuring compliance to the contract and the company standards
- ✓ Providing technical expertise and guidance to design and implement KPIs, following contracts specifications
- ✓ Preparing reports, improvement plan and presentations (including auditing e compliance process, actions plan)
- ✓ Training the trainer on operational procedures and on Company systems
- ✓ Supporting Operations in the implementation of solutions, even in the startup phases
- ✓ Collaborating with cross-functional teams for project coordination and to optimize processes and reduce costs
- ✓ Evaluating and recommending technologies to improve productivity

Your profile:

- ✓ You hold a bachelor or comparable degree
- ✓ You have covered similar roles in the last years in a logistic or transportation company
- ✓ You speak German and English fluently
- ✓ You are proficient in analytical tools and software used in pricing and cost modeling
- ✓ You have excellent communication and negotiation skills, with the ability to interact with clients and internal stakeholders
- ✓ You love diving into market's trends, competitors' analysis and industry regulations

Baykolog GmbH | logistik-consultants.de is a leading company in the area of executive search in and around logistics and supply chain. Our expertise, combined with a fantastic network and relevant experience of our staff and partners enable us to get the right candidates into the companies we are working for. For questions you can call Mr. Klaus Kothmann via +49 201 8945 364.