

<b>JOB TITLE</b>	<b>Marketing Manager</b>
<b>LOCATION</b>	Perth / Sydney, Australia
<b>TERMS</b>	Full-Time, Permanent 3/2 Hybrid Work Schedule
<b>REPORTS TO</b>	Regional VP Marketing, Oceania
<b>LINE MANAGEMENT RESPONSIBILITY</b>	Nil
<b>APPLICANT ELIGIBILITY STATUS</b>	Applicants must be an Australian Citizen or a permanent resident



## ABOUT SEACO

Seaco is one of the world's largest container leasing companies by CEU, providing a fleet of approximately 2.4 million TEU across a diversified fleet of Dry Boxes, Reefers, Tanks, Dry Freight Specials and Swapbody containers. Seaco provides new container equipment for leasing to 750 customers worldwide, delivering container equipment from 189 port locations across 44 countries, operating 350+ third-party depots and supported by an established network of 220+ Seaco employees across 23 Sales & Support offices, providing expertise in regional and global container leasing.

## ABOUT THE ROLE

Reporting to the Regional VP Marketing, Oceania, this role will be responsible for undertaking sales and marketing responsibilities, including contributing toward the regional strategy, as well as the implementation and execution of the plan. This will be done through developing new business and negotiating contracts in compliance with company policy. Working closely with existing Account Managers to manage existing accounts and develop strategies to maximize optimum sales growth. In summary, the Marketing Manager is to prospect, develop, maintain and grow business for the Seaco fleet of container equipment.

## QUALIFICATIONS REQUIRED

Business Degree or equivalent industry and sales experience.

<b>GEO AREAS</b>	Perth / Melbourne, Australia
<b>KEY RELATIONSHIPS</b>	<ul style="list-style-type: none"> <li>• Regional Marketing and Sales Managers</li> <li>• Regional Customer Service Operations</li> <li>• Depot Operations Managers</li> <li>• Cash Collection Team</li> <li>• Credit Risk Team</li> <li>• Positioning Team</li> <li>• Customers and Prospects</li> </ul>

<b>KEY TASKS &amp; ACTIVITIES</b>
<ul style="list-style-type: none"> <li>• Identifying and securing new business for the leasing of containers.</li> <li>• Generating and presenting professional and comprehensive proposals in line with the company's and the customers' needs.</li> <li>• Building, maintaining and enhancing productive business relationships.</li> <li>• Increase the company's presence and activity in all market areas of responsibility.</li> <li>• To aid container sales and other such activities.</li> <li>• Undertaking research to expand and develop regions.</li> <li>• Service key accounts to promote business development - includes sales presentations, lease negotiations, contract management, customer support, stock management.</li> <li>• Mentorship and guidance to colleagues and junior employees.</li> <li>• Support goals of accounts receivable performance with assigned accounts as needed.</li> <li>• Be an effective partner to the credit and collection teams.</li> <li>• Liaise with customer service, positioning, technical and operations personnel when needed.</li> <li>• Create and maintain an internal network with all relevant stakeholders; (such as product, technical dept, CSO, credit).</li> <li>• Generation of weekly and monthly reports as required.</li> <li>• Development of annual strategic plans for major customers and the region.</li> </ul>

### **KEY SKILLS/ KNOWLEDGE REQUIRED**

- Cold Calling/Prospecting Experience
- Problem Solving Skills
- Leasing/Shipping/Industry knowledge
- Technical Product/Market knowledge preferred
- Cultural Awareness
- IT literacy: Foremost Excel, further Power BI; Outlook; Power point
- Presentation Skills
- Marketing and Selling Skills
- Negotiation Skills
- Organizational and Motivational Skills
- Language: Fluent in English

### **EQUAL OPPORTUNITIES STATEMENT**

Seaco believes in fair treatment of all our employees and is committed to promoting diversity in our employment practices. We do not discriminate in employment based on race, religion or belief, sex, sexual orientation, gender reassignment, national origin, political affiliation, disability, age, marital status and civil partnership, pregnancy and maternity. This commitment applies to every element of the employee lifecycle at Seaco.

### **HOW TO APPLY**

For more information on this role and to apply, please email a CV and covering letter to:

Seaco People team at [recruitment@seacoglobal.com](mailto:recruitment@seacoglobal.com)