



American Cartage & Distribution

# American Shipping Co.

250 Moonachie Road  
Suite 500  
Moonachie, NJ 07074  
201-478-4600  
201-478-4601 Fax

4500 Pacific Coast Highway  
Suite 200  
Long Beach, CA 90804  
562-435-2327  
562-435-1204 Fax

1701 E. Woodfield Road  
Suite 840  
Schaumburg, IL 60173  
630-860-0782  
630-860-1149 Fax

4800 Beach Blvd., Ste 3  
Jacksonville, FL 32207  
904-240-3183  
201-478-4717 Fax

Domestic Truck Brokerage

“Local Cartage/Warehouse  
Operations”  
650 Belleville Turnpike  
Kearny, New Jersey 07032  
201-941-4990  
201-941-3632 Fax

Consolidators

N.V.O.C.C./O.T.I.

Custom Brokers

Freight Forwarders

Worldwide Logistics

Domestic Logistics

Total Logistics Solutions

## Senior Pricing Analyst:

This role is to assist in the growth and development of our services as it pertains to ongoing sales efforts and overall operational efficiencies. As a member of our team, you will support USA Sales, Operations, and Global Partners and play a key role in development of existing and new clients.

## Duties:

- Analyze Access Databases and apply critical thinking to report various costing models to USA and global sales personnel.
- Maintain accurate pricing matrix for key personnel within the organization.
- Develop and maintain relationships with operations and inside sales staff for ocean and air carriers where we hold service agreements.
- Research and compile marketing data on potential client for sales staff in USA and foreign agents.
- Prepare rate quotations, product and benefit recommendations and risk arrangements with particular emphasis on assessing risk and reaching an appropriate level of premium.
- Develop and maintain strong relationship and credibility with sales force.
- Stay current on industry related pricing and market trends
- 

## Requirements:

- Proficient computer skills with the Microsoft Suite of Products (Excel, Power Point, Access).
- Some college degree in Supply Chain and/or related courses in Logistics.
- Ability to communicate across all functional levels, foreign offices and clients.
- Minimum 1 year of Pricing experience in ocean transportation.
- Excellent analytical, organizational, and interpersonal skills.
- Strategic thinking, decision-making and math skills.
- Well-developed verbal and written communication skills Critical thinker
- Excellent task prioritization, organizational abilities and project management skills
- Ability to adapt quickly to changing needs/timelines without loss of momentum
- Extreme attention to detail

PLEASE SEND ALL RESUMES TO [JOBS@SHIPAMERICAN.COM](mailto:JOBS@SHIPAMERICAN.COM)

\*\*\*PDF FORMAT ONLY, no other format will be accepted\*\*\*