



ODeX India Solutions Pvt. Ltd

Job Description

Job Title: Executive

Division/Department: Relationship Management and Implementation

Location: Vikhroli, Mumbai

Experience: Min 6 months

Education: Graduate / MBA

General Description -

- The candidate should be presentable with good communication skills, both written and spoken.
- Able to handle work independently and work under pressure.
- He / She should also have good knowledge of Microsoft Office. Exposure to the shipping industry would be preferred.
- Ready to travel on short notices at client locations, 70 to 80% travel within Mumbai
- Lead generation and target oriented role
- Candidates from software background shall be preferred

Competencies required-

Functional / Technical Competencies:

1. Analytical Decision Making
2. Business Acumen
3. Managing Interpersonal Relationships

Behavioral Competencies:

1. Self Management
2. Effective Communication

Organizational Competencies:

1. Customer Centricity
2. Execution Excellence
3. Emotional Intelligence
4. Entrepreneurship & Innovativeness

Job Description -

1. Revenue Generation

- Generate revenue to ODeX by cross selling or up selling other modules to Shipping Lines, NVOCC's and Container Freight Stations.
- Suggest process changes or enhancements to beneficiaries through customizations on ODeX modules or through new requirements.
- Connect with new Shipping Lines, NVOCC's and Container Freight Stations and onboard them to use ODeX modules with revenue opportunities.

2. Analytical Decision Making

- The ability to conduct thorough analysis of the available data & information while making decisions.
- Ability to identify problems/ issues and interlink various business variables while making decisions.
- Takes informed decisions with a sense of urgency.
- Tends to consistently use effective approaches to select the most appropriate choice or course of action.

3. Business Acumen

- The ability to find and seize new opportunities in networks, partnerships and alliances to further the business interest of ODeX and its business partners.
- Demonstrates ability to leverage one's knowledge about the various financial parameters & key business drivers and analyses own performance against those parameters.
- Displays understanding of emerging trends, market conditions & their implications on organization, tracks competition & predicts threats and develops response to counter them.
- Drive revenue and ideate on new product enhancements and track them to success.

4. Managing Interpersonal Relationships

- The ability to build and maintain effective and constructive working relationships with internal and external stakeholders.
- Communicates transparently and works effectively by collaborating in a cross-functional environment.
- Regular meetings with client to maintain a good rapport.
- Manage escalations received at first level and to avoid further escalations to next level.
- Be updated through the existing clients on the changes occurring in the shipping domain.
- Keep the clients updated on a regular basis on the project timelines to avoid any disputes and to maintain customer satisfaction.
- Suggest process enhancements or process changes.