



JOB DESCRIPTION

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| TITLE: Marketing Manager | DATE: February 2018 |
| REPORTS TO: VP, NASA | LOCATION: Houston |

I. THE COMPANY:

Triton International Limited (“Triton”) (NYSE: TRTN) is the world’s largest lessor of intermodal freight containers and chassis, with over \$8.5 billion in assets generating over \$1 billion in annual revenue. Triton leases its fleet of containers to virtually all of the world’s largest shipping lines under a variety of short-term and long-term leasing structures designed to help the shipping lines finance their growth, improve their operating efficiency and better balance their global trade flows. Triton operates its business through 21 offices in 14 countries, and services its customers through a network of over 490 third-party operated depot facilities spread across more than 54 countries.

II. FUNCTIONAL SUMMARY:

Responsible for management and growth of area key accounts in North and South America. Establish new customers and develop business to full potential.

III. AREAS OF RESPONSIBILITY/JOB DUTIES:

- Function as account manager for top 10 global tank operator – managing and negotiating contracts; coordinating supply
- Network with US offices of global tank operators in Houston
- Contract management of chemical and liquid transport companies throughout US
- Business development of new accounts in the liquid transport and production sector (including in South America)
- Hands on oversight of Houston tank operations, managing fleet in terms of turnaround, testing, and delivery to lessees
- Research/develop potential market opportunities in the region
- Maintain current competitor information, including (but not limited to) pricing, terms and conditions, new production orders/plans, equipment availability, and repositioning
- Visit existing customers on a regular basis, with actual frequency dependent upon business volumes/potential
- Contribute to weekly/monthly marketing reports via verbal communication with VP in regular catch up calls
- Handle incoming customer inquiries - following up, as necessary, with hand-off to appropriate support team

- Expand customer base within parameters of Triton's credit policy. Thoroughly research potential and current customers in order to be fully conversant with their likely equipment requirements
- Concentrate on marketing currently available/idle equipment
- Monitor and follow-up on payment performance of specific contact accounts and, if necessary, assist in collection of outstanding invoices
- Other responsibilities and projects which may arise

IV. REQUIREMENTS:

- Minimum of two years of sales/marketing experience. Experience in the transportation, leasing or chemical industries is a plus but not required
- Target/sales driven
- Associate's degree required, bachelor's degree preferred
- Strong verbal and written communication skills
- Good negotiating skills
- Able to exercise sound judgment and prioritize work load
- Computer proficiency
- Ability to travel. Travel will include day trips within the Houston area three days per week and overnight trips within the U.S. two weeks per month (three nights each travel week)

Apply at careers@trtn.com

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All qualified applicants will receive consideration for employment and will not be discriminated against on the basis of race, color, religion, sex, sexual orientation, national origin, age, disability, or protected veteran status.