



JOB DESCRIPTION

TITLE: Sales Representative, One-ways & Logistics	DATE: August 2018
REPORTS TO: Area VP, Regional Sales	LOCATION: Antwerp
DEPARTMENT: Triton Container Sales (TCS)	FLSA STATUS: Exempt

I. THE COMPANY:

Triton International Limited (“Triton”) (NYSE: TRTN) is the world’s largest lessor of intermodal freight containers and chassis, with over \$8.7 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 24 offices in 15 countries, and services its customers through a network of over 450 third-party operated depot facilities spread across more than 47 countries.

II. FUNCTIONAL SUMMARY:

Responsible for managing and developing container logistics and one-ways within the assigned territory, in close co-operation with TCS Area VP, Regional Sales Managers, Global Coordination Team and Triton Product Management. Member of a global team of container sales experts, on a combined mission to achieve and maintain worldwide average net sale values at best available market levels whilst building sales, one-way and empty repositioning volumes to match Triton International’s projected volumes into sales. Member of a regional team responsible for best in class management of Triton International revenue generation and cost management in the defined geographical area/field.

III. RESPONSIBILITIES/JOB DUTIES:

- Communicate directly with logistics users, vendors and colleagues to provide quotations, negotiate and close transactions, gather and provide information relevant to container sales and logistics
- Maintain an overview of TCS’s global sale inventory. Identify and map the one-way and logistics needs and requirements for the area (e.g. surplus-deficit lists). Distribute these internally and externally on a regular basis. Act and follow up on them on a daily basis, in conjunction with TCS-GC as required
- Identification, negotiation and execution of one-ways through coordination with TCS-GC, Area VP, Regional Sales Managers, and Contract Managers and management of other areas
- Identify and execute one-ways and logistics for IICL equipment, for which coordination with the Area Inventory Manager and the various Product Managers is required and essential. Overall global and company view will be required in order to be able to decide, in conjunction with the different departments, whether to supply IICL or sale equipment

for a given one-way or repo possibility, in order to achieve the best result for the company.

- Work in conjunction with TCS-GC and Inventory Manager (for IICL equipment) in order to achieve the overall goal to push out or pull in inventory on one-ways as appropriate, assuring that the best results will be achieved in terms of one-way accuracy, revenue and net gain.
- Identify and pursue opportunities to improve net sales and lease values through development of new users to help move containers to higher net value locations. Actively prospect and develop new users and expand the user's portfolio
- Manage the relationship with existing one-way users and logistics providers within the assigned territory. Devise, agree on and execute simple plans for each user on how to increase activity and develop business in line with overall objectives. Regularly follow up with sales calls and business visits
- Be the main point of contact (both internally and externally) in the designed area with regard to one-way logistics, as well as empty repositioning requirements. Handle and deal with all incoming inquiries/requirements
- Negotiate terms for intra-regional repositioning with third parties, rail operators, feeder services, shipping lines and trucking companies ensuring we get best result in terms of accuracy, timing and rates
- Assist the Account Managers with negotiation and conclusion of one-way agreements
- Deal with the administration related to one-way activity, such as setting up contract in COTW, ensuring proper signed contracts, insurance certificates, etc.
- Coordinate and work with Contract Managers and other divisions within TCS to enhance one-way and empty repositioning activity
- Overall, facilitate and promote one-way logistics and empty repositioning activities throughout the area
- Monitor and report one-way and empty repositioning activity within and outside the area, at least on a monthly basis
- Collect market intelligence and disseminate internally, including competitor inventory and actions, and factors affecting market supply and demand within the assigned territory
- Pursue opportunities to develop and expand logistics activity
- Ensure necessary credit approval is obtained where appropriate and ensure customer payment performance is within credit terms
- Contribute to successful container sales and regional team development and maintain focus upon continuous improvement
- Understand and adhere to Triton International policies at all times
- Other responsibilities and projects which may arise
- Grow the job function from an internal sales role to an external sales role with frequent travel and visits throughout the area

IV. REQUIREMENTS:

KNOWLEDGE/EXPERIENCE REQUIRED:

- Minimum two years of sales/marketing experience
- Bachelor's degree or equivalent work related experience
- Knowledge of the container shipping industry

SKILLS AND ABILITIES REQUIRED:

- Competency with PC/Microsoft program suite

- Energy, enthusiasm, positive attitude
- Excellent communication skills, verbal and written
- Strong decision making skills
- Ability to multi-task and work under deadlines
- Second language skills highly valued
- Ability to build good customer and vendor relations
- Ability to work in a matrix environment
- Ability to physically inspect containers
- Ability to travel within the assigned area
- Willingness to work outside regular office hours as reasonably required by the business

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.