

Manager, Solutions Design (Contract Logistics)

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Company: dbschenker

Location: Thailand

Category: other-general

Your tasks

This is an advanced role reporting to Head of Solution Design - Mekong Cluster. The role requires a structured approach to Solution Design supported with a solid understanding of operating knowledge and/or physical aspects of the Operating Solution, ensuring realistic design of operational solution and alignment of all solution components to ensure it is realistic and implementable within a reasonable timeframe. The role is required with efficient collaboration with other various functional/country teams to deliver high standards of Solution Design outputs derived through robust and logical design methodologies, standardized procedures and toolsets, identification and application of technologies and innovations that converts into customer centric solutions which are commercially viable, orientated to our Core Products offering and associated growth targets. The role requires alignment with all key Schenker's stakeholders to drive requirements analysis, detailed design inclusive of processes and productivity development, costing and pricing coupled with detailed solution content within customer proposals to support customer opportunity management and negotiations, while ensures a harmonized way of working with high level of compliance to the Business Unit SOP - Contract Logistics Delivery Method (CLDM), maintaining the right level of Product competencies to achieve top expert to top opportunity allocations and achieve the right resource availability to meet the demand of our internal and external customers.

Accountabilities;

Solution Development

Fundamentally ensuring the execution of the Solution Design workstream with steps and

deliverables as defined in detail within Business Unit SOP - Contract Logistics Delivery Method (CLDM) and as summarised here.

Adopt and effectively deploy Solution Standards, Processes, Tools and Templates aligned to Global/Regional SD Initiatives to enable and support efficiencies in Solution Design across

APAC Commercial & Pricing

Work in partnership with internal teams during Tender Management phase to develop cost competitive and viable solutions to ensure profitability and/or the recovery of all project and operation costs.

Coaching & Training

Participate and support the SD Leader and Advanced SD to improve the competency of the internal teams within the region through various means of knowledge sharing. This includes.

Requirements

Experience in modern warehouse and distribution, supply chain design (automation and other modern warehousing innovation (robotics, digitalisation) is preferred.

Bachelor's degree in Logistics and Supply Chain, Industrial Engineering, Business Management or relevant technical field.

More than 3 years of relevant working experience in the logistics and supply chain industry; knowledge of 3PL, 4PL and LLP variations is a plus.

Preferred Industry experience in one or more industry under Electronics/Semicon, Healthcare, Consumer/Retail including eCommerce, Automotive and Industrial. Any similar experiences in 3PL environment is a plus

Strong knowledge in warehouse solution design; able to develop operationally feasible solution(s) to meet customer requirements.

Good command in spoken and written English; other Asian/European language(s) is beneficial.

Self-starter with positive attitude to overcome problems effectively and able to work under own initiative with minimal supervision.

Possess solid persuasive skills when presenting the proposed solution(s) to the customer.

Require hands-on approach, able to multi-task and work under time pressure.

Strong analytical skills with good commercial and technical understanding of Contract Logistics.

Practical working experience with AutoCAD. Experience in CLASS, Sketchup and/or other supply chain design software/tools is a plus.

Advanced proficiency in Microsoft Office (Excel functions - VBA/VLOOKUP/PivotTable, and PowerPoint, etc), and knowledge about other Microsoft 365 Apps including but not limited VISIO/Stream/Power BI is a plus.

Able to travel overseas on project basis (<20%).

Our offer

About The Solution Design Function and Team: This role sits in a designated team within Solution Design (SD) Function for APAC Contract Logistics business. The SD function is predominantly focused on developing solutions to achieve our growth through new business awards and supporting the successful renewals via competitive RFQs of our existing operations. The Function has been established to work as One Solution Team collaborating across our APAC geographies to deliver best in class customer centric solutions in alignment to our Core Products portfolio which consist of the right blend and application of conventional warehousing solutions combined with the latest technologies and innovation (such as automation/robotics).

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