

**Company:** CentrumDirect Limited

**Position:** Cluster Sales - Cash to Master (Crew Wages)

**Grade:** L2

**Location:** Mumbai, Ahmedabad, Vishakhapatnam, Cochin

**Reporting to:** Cluster Head

**Job Description**

- Define the cash to master strategy for the cluster.
- Create a pipeline of shipping agents for the cluster.
- Set up a strong pricing strategy in terms of handling charges for transactions.
- Ensure processes are followed and syncing w.r.t Nostro credits and disbursement of crew wages
- Relationship Management: Follow up for future business with shipping partners.
- Reach out to principal shipping agents abroad for ring-fencing business.
- Adopt best practices from internal system, competition and market place.
- Ensure adherence of compliance processes.

**CTC:** As per our company standards

**Industry:** Financial services/ Forex / Shipping/Shipping & Ancillary

**Functional Area:** Sales, Business Development, Operations

**Experience:** 4 – 8 Years

**Note:** Please share your application to [shradha.katkam@centrum.co.in](mailto:shradha.katkam@centrum.co.in)