

# A qualified logistics coordinator – here's why!

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## **OUR COMPETENCES**

Logistics coordinators analyse, plan and are responsible for the flow of goods and information from the input of raw materials to the shipment of finished goods to the end-user, optimising all functions and systems in the company's supply and value chain to achieve the best possible results.

We are able to do this because:

- We have gained the competences necessary to analyse management and control principles relevant to company's culture and structure. We regard the company as an entity consisting of mutually dependent systems, and know through our experience with project work that a change in one system can influence the rest of the organisation.
- We can analyse accounts, extract the most important figures and draw up budgets. Our financial competences also cover knowledge about pricing, cost control, investment and financing principles.
- In the field of logistics management and procurement, we are skilled at sales forecasting, trend spotting and supplier assessment. Using management systems such as Lean and JIT, we can improve both production volume and quality.
- Within transport logistics, our knowledge about customers, the flow of goods and production layout enables us to focus on inventory size and management. We understand the complex of problems involved in distribution and know how best to arrange a shipment and select the optimal mode of transport, be this by air, rail, water, road or a multimodal transport. We are also acquainted with shipping law, enabling us to select the most suitable Incoterms and assess the liability involved, including insurance and venue.
- In the field of marketing, we are able to work with a number of tools in order to analyse the company's current marketing efforts and to draw up innovative strategies for both existing and new products. These tools include analyses such as SWOT, competitive and industry analyses, based on both desk and field research.
- IT is an integrated part of our education, and we know how to use IT as a tool promoting the quality of our work. We are familiar with presentation skills and techniques and have experience in presenting and making a case for proposals, both face-to-face and at large meetings.

# OVERVIEW OF COMPETENCES

<b>Logistics</b>	<b>Procurement</b>	Sales forecasts, trend spotting, supplier contact
	<b>Management systems</b>	JIT, SCM, MRP, TQM, Lean, BSC, ABC
	<b>Inventory control</b>	
	<b>Standardisation</b>	ISO certification, quality control
	<b>Flow of goods and information</b>	
	<b>Transport</b>	Legal aspects: CISG, NSAB, Merchant Shipping Act, Incoterms, Letters of Credit, CMR law, Law of Contracts, Danish Sale of Goods Act, Tort, Insurance Law, EU rulings Distribution: By air, rail, water, road, multimodal transport
	<b>ABC analyses</b>	Customers, products, suppliers
	<b>Third party suppliers</b>	

<b>Marketing</b>	<b>Legal issues</b>	CISG, Applicable law, Law of Contracts, Danish Sale of Goods Act
	<b>Marketing activities</b>	National and international aspects, market segmentation, culture analysis
	<b>Analyses</b>	SWOT, industry, competitors, customers, value chain, distribution, parameters for action
	<b>Business economics</b>	Accounting budgeting, investment calculations, price elasticity, cost control

<b>Organi- sation</b>	<b>Analyses</b>	Organisational culture, structure, processes, management philosophies
	<b>Presentations</b>	Skills and techniques

<b>Language</b>	<b>B2B, business culture</b>	Danish, English, German
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<b>IT</b>	<b>Microsoft Office</b>	Access, Excel, Word, Outlook, Power Point
	<b>Windows</b>	
	<b>ERP, SAP</b>	
	<b>Internet</b>	