

POTENTIAL CAREER PATHS

This document has been prepared to help make you aware of some of the career options available within the Mainfreight Group. These are by no means the only options available and you should review this document in conjunction with your Branch Manager.

The skills required for each role are only generalisations but we will always remain flexible. We have some good examples of people that have been successful in some of these roles that didn't necessarily display all of the competencies shown below.

SALES:

- Extrovert
- Well presented
- Good communicator
- Social, outgoing, fun, dynamic, sense of humour
- Ability to establish relationships on all levels
- Good time management
- Understand the business
- Driven by success
- Thick skinned, dont take things personally
- Commitment to follow through
- Listening skills
- Ability to create written documents in a professional manner

OPERATIONS:

- Understand the business
- Initiative
- Attention to detail
- Organised
- Good communicator
- Understand how we make money/lose money

TRAINING & DEVELOPMENT:

- Expertise in at least one area of the business (Domestic/Logistics/International)
- Respect from within the business
- Technically competent
- Cheerful, approachable persona
- Confidence to train
- Organised
- Good time management
- Ability to work unsupervised
- Ability to travel
- Confidentiality
- Writing skills

INFORMATION TECHNOLOGY:

- Interest in infrastructure or software
- Technically savvy
- People skills
- Business Skills
- Understand the business and it's processes
- Be able to translate the needs of the business to suppliers

FINANCE:

- 4 Year Degree
- Desire to be an Accountant. This will include 3 years of part time study (funded by Mainfreight)
- Knowledge of activity within a branch - both operationally and administratively
- Ability to build relationships throughout the Group

BRANCH MANAGER:

- In depth understanding of your operation
- People management skills
- Sales skills
- Respect
- Charisma