

Specification of Competency Standards
for the Logistics Industry
Unit of Competency

Functional Area - Sales, Marketing and Customer Services

Title	Handle co-load market transaction with freight forwarders and logistics service providers
Code	LOCUSM507B
Range	This unit of competency is applicable to courier and express service providers. Practitioners should be capable to handle co-load market transaction with freight forwarders and logistics service providers to improve the flexibility of cargo agent service combination and achieve the best profitability.
Level	5
Credit	6 (For Reference Only)
Competency	<p>Performance Requirements</p> <p>1. Possess the basic knowledge of co-load marketing</p> <ul style="list-style-type: none"> • Understand different types and characteristics of express goods • Know how to handle express goods • Understand the concepts and operation of freight forwarding market transactions (freight forwarders and logistics companies) • Understand the business models of different freight forwarders and the obligations and responsibilities in their business operations • Know how to coordinate the process and requirements of the co-load market • Understand different processing procedures between the direct retailer/consumer and the joint handling market <p>2. Handle co-load market transaction</p> <ul style="list-style-type: none"> • Establish and maintain good relationships with market participants, including freight forwarders, logistics service providers, to establish a co-load market network • Obtain information about the co-load market, the supply and demand of goods at different times, sources and destinations, and other related information • Development of information and document exchange mechanisms • Formulate the contract terms of the co-load market in accordance with company policies, relevant regulations and other requirements of freight forwarders • Formulate key performance indicators and reports to measure the results of cooperation to achieve company goals
Assessment Criteria	<p>The integrated outcome requirement of this unit of competency are:</p> <ul style="list-style-type: none"> • Capable to apply the knowledge of courier and express service to develop new business opportunities – co-load market; and • Capable to make use of the co-load market transaction to improve the revenue and/or market share.
Remark	