



BAC +3 (RPTL) : Responsable Production Transport Logistique / Alternance

-WHO ARE WE?

Financed and controlled by the Profession, the Institut Supérieur du Transport Et de la Logistique Internationale has been supported by all the national transport federations for 30 years.

The involvement of transport professionals in the life of the school – from recruitment to final exam – the use of mentoring from people working in the field and renowned speakers make ISTEELI a pragmatic school, with a placement rate since its creation of more than 98%. The school helps in the search for work placements and professional training contracts.

ISTEELI accompanies each student/trainee in developing their career plan (orientation, training, employment ...) and giving individual attention and monitoring. Post-training is provided by the alumni association of ISTEELI.

-TRAINING DESCRIPTION

This is a Level II training preparing middle management - oriented towards multimodal transport. It teaches more than the mastery of technical operations in Transport and Logistics. The course provides preparation in management (human, financial and commercial).

(See Opportunities)

-ADMISSION REQUIREMENTS

Holders of a level III qualification mainly: DUT Logistics and Transport Management, BTS Transport. Holder of one or more Certificates of Professional Competence. Holders of a Level IV qualification and having at least three years professional experience in a related field.

-COURSE CHARACTERISTICS

Provides Bac +3 training in the job of Production manager transport logistics. He/she implements the technical, human, and financial and trade means to ensure the development and quantitative and qualitative performance of the unit that oversees transport and logistics. He/she shall guarantee trade commitments to the customer.

He/she participates in the study and design of dedicated services including a commitment of time. He/she designs the process of the shipment of goods in compliance with internal quality procedures and regulations. He/she coordinates the implementation of services.

Duration of course

875 hours + 920 hours in a company.

Qualification attained

Private occupational title "Production Manager Transport Logistics" Statute of December 21, 2005 published in the Official Journal of 31 January 2006 National Record Book of Professional Qualifications.

-TEACHING PROGRAMME

Developing the service and ensuring sales commitments:

- The sales function of transport logistics
- The function of buying / selling and negotiation
- The marketing of transport services
- Sales action plans (design and piloting)
- Develop a sales action plan from market research.
- The performance criteria of the sales force
- The marketing of services dedicated to transport and logistics
- Study and respond to a road and overseas tender.

Organize activities and supervise personnel in respect of social legislation and internal procedures:

- The basic principles of business law
- Social management of a company (international multimodal freight forwarding)
- Social management of personnel within a land based transport company
- Managing legal risks
- The basic rules of professional relationships in the managerial function of a company
- Manage the production stakeholders in the context of change
- Conduct a meeting and an interview
- The practice of personnel recruitment.

Look for the optimisation of economic and financial performance of the unit:

- The basic principals of financial management
- Measure the profitability and productivity of its profit centre
- Master the budgetary practices and management control of its profit centre
- Know how to set up the financial diagnosis of a company.

-OPPORTUNITIES

- Manager of an Agency or profit centre

Within a group, he/she shall, in conjunction with the objectives of the General Management, carry out all the functions of a manager of a profit centre: operations management, business development, financial and social management.

- Transit Manager

He/she organizes and streamlines the operations management of physical flows in import and export.

- Operations Manager

He/she coordinates all the actions necessary for the organization of national and international transport. He/she combines technical expertise and knowledge in management and people management.

- Manager of Studies and Methods

- **Sales Manager :**

He/she meets the needs of customers of the company. He/she must identify sales policy, and must motivate the sales force

See career information sheet

-COST OF TRAINING

Costs are paid by the profession and students receive a training allowance.

- Entrance exam fees : 40 €
- Canteen costs : +/- 34€ per week

-TO KNOW

- Training open to military personnel on conversion
- Job seekers : help in training