

# JOB OPPORTUNITY



## LOGISTICS AND SALES MANAGER ANGOLA

Are you looking for the next step in your career?

We are looking for the right candidate for LOGISTICS AND SALES MANAGER for UPF Angola, office located in Luanda.

You do not necessarily have many years of experience as Logistics and Sales Manager, but the most important thing is that you have the right mindset to build a project forwarding organization from the beginning with all the wins and losses that come with it.

### About UPF

UPF is a full-service logistics provider operating worldwide. Our logistics solutions are a match of utilizing capacity of our offices and through network of our valued partners. We are a newly established company but based on employees with many years of experience and strong partners.

### Job description:

As a Logistics and Sales Manager, you will have a vast variety of tasks such as:

- Build the organization and structure
- Help to form the strategy
- Responsible for sales and business development
- Identify sales opportunities and strategies
- Build and maintain your own client and supplier portfolio
- Develop cargo transportation solutions and coordinate loading and discharging operations
- Resolving unforeseen or irregular issues in coordination of cargo operations
- Appoint agents through company operating systems based on service, costs and historical experience from list of preferred agents
- Process shipments reducing the operational cost and achieve budget goals efficiently

### Candidate Qualifications:

- Educational background in the industry of freight forwarding / shipping
- Minimum 10 years of experience within the industry
- Excellent communicator (verbal and written) in Portuguese and English
- Experienced user of Microsoft Office
- Have a positive can-do attitude and problem-solving skills
- Motivated by new logistics tasks, in a highly diversified industry
- Ability to stay organized and professional in a fast-paced environment
- Motivated by results and negotiations on all levels in an organization
- Self-motivated, but can also work effectively as a team member

### What can you expect:

- A young company with a focus on entrepreneurship
- High level of self-determination and freedom to make decisions in your daily work
- Long term career-plan

Do you have any questions or are you the candidate we are looking for, then please reach out and send your application. We are looking forward to hearing from you.

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