

JOB OPPORTUNITY

Johannesburg, South Africa

OPERATIONAL AND SALES MANAGER

Are you looking for the next step in your career?

We are looking for the right candidate for OPERATION AND SALES MANAGER position in UPF South Africa, Johannesburg.

You have at least 10 years' experience in an operational or commercial logistics company.

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.

We got several offices in Africa - Maputo, Beira, Angola, Dar es Salaam and more to come.

In Europe we got offices in Portugal, Denmark, and Finland.

Job description

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

- Responsible for own operation of bookings.
- Focus on project cargo and out of gauge.
- Receive internal leads, develop, and manage same.
- Collect costs from suppliers and quote clients.
- Identify areas of improvement.
- Build and maintain the relationship with your client portfolio through an extraordinarily high level of service.

Candidate Qualifications

- Educational background in the industry of freight forwarding / shipping.
- Minimum 10 years of experience within the industry.
- Excellent communicator in English.
- Experienced user of Microsoft Office
- Have a positive can-do attitude and problem-solving skills.
- Ability to stay organized and professional in a fast-paced environment.
- Self-motivated, but can also work effectively as a team member.

What can you expect

- A young company with a focus on entrepreneurship.
- A highly skilled management that will support you to grow your career.
- High level of self-determination and freedom to make decisions in your daily work.

Do you have any questions or are you the candidate we are looking for, then please reach out and send your application no later than the 11th of March 2024. We are looking forward to hearing from you.

Managing Director
Saulo Borges
+27 83 657 4657
SAB@UPF-GRoup.dk