

JOB OPPORTUNITY



SALES SPECIALIST – MAPUTO, MOZAMBIQUE

Are you looking for the next step in your career? Do you want to challenge yourself with some of the most demanding tasks within the project forwarding industry?

About UPF

UPF Group is a multinational full-service logistics provider, we cover everything from a few express pallets, up to large industrial transports with high and heavy “over dimensional” cargo. Currently we have 10 offices in 7 countries (Denmark, Finland, Portugal, Mozambique, Angola, Tanzania, Namibia and South Africa) and trusted partners and customers worldwide.

Job description

As the Sales Specialist, you will have a great variety of tasks such as, but not limited to:

- Sourcing new business and visiting potential customers to secure new accounts / clients.
- Maintaining and developing relationships with existing customers to develop further business.
- Follow-up on sales leads locally and globally using the networking platform and events.
- Prepare weekly reports on sales calls, client visits and monthly prospect reports, and update Xsped regularly.
- Preparing and presenting formal proposals to customers / new leads.
- Monthly presentation of sales targets and gross margin reports, along with corresponding action plan.

Candidate qualifications

- Bachelor's degree in Logistics, Business Management, Marketing or equivalent.
- Possess good knowledge of Clearing, Forwarding, and Logistics.
- Excellent written and verbal skills in English.
- Excellent user in Microsoft office (Excel, Word, PowerPoint, etc.).
- Good interpersonal and financial acumen skills, with the ability to sell and close deals.
- A positive mindset and a can-do attitude.
- Ability to stay organized and professional in a fast-paced environment.
- Self-motivated, but can also work effectively as a team member.

What you can expect

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

If you are interested in applying for this position, or have any questions, please reach us at the following:

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Deadline for applications: 15.09.2024

