

# 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:

**Logistics Manager, UPF Mozambique**  
**Edmilson Faiane**

☎ +258 86 9911 705 (WhatsApp)

✉ EFA@UPF-group.dk

**CEO, UPF Group**  
**Thomas Vestergaard**

☎ +258 84 827 6588 (WhatsApp)

✉ TV@UPF-group.dk

