

# JOB OPPORTUNITY

## FIELD SALES REPRESENTATIVE

LUBUMBASHI, DEMOCRATIC REPUBLIC OF THE CONGO



UPF Group is seeking a Field Sales Representative to support our business growth in DRC. The role focuses on sales activities, client relationship management, and providing reliable service.

### About UPF

Founded in 2023, UPF Group is a dynamic and rapidly growing transportation company with a special focus on the African continent. Our team combines industry experience with a commitment to excellence, offering freight solutions across all transportation modes globally.

We are a fresh company in the project transport market, with a mix of young and experienced staff. Our goal is to grow our team with a Field Sales Representative who will drive business development and support our sales efforts. In this role, you will be instrumental in identifying new clients, nurturing customer relationships, and ensuring that our solutions meet client needs efficiently and effectively.

### Job description

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

- Prospects for new project lead through networking, cold-calling, and market research.
- Meet with potential and existing customers to understand their needs, present customized solutions for their logistics needs.
- Manage the entire sales process, including preparing proposals and quotations, negotiating contracts, and closing deals.
- Build and maintain strong relationships with clients to ensure satisfaction and encourage repeat business or referrals.
- Manage multiple customer accounts, track sales activities, and maintain accurate customer records.
- Report on sales progress, collaborate with internal teams to ensure customer satisfaction, and stay informed about competitors.
- Travel to client locations, which can be local or regional.

### Candidate qualifications

- Ability to identify needs, present solutions, handle objections, and close sales.
- Strong verbal and written communication for building rapport and conducting presentations.
- Organizational skills:  
Ability to manage a sales pipeline, customer records, and time effectively.
- Logistic knowledge:  
In-depth understanding of the industry and services.

### 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, please reach us at the following:

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