

# 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 Democratic Republic of the Congo. The role focuses on sales activities, client relationship management, and providing reliable service to our local and foreign client's base.

### 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 aim is to expand our team with a Field Sales Representative, to lead our growth in DRC. You'll play a pivotal role in maintaining compliance, building client relationships, and driving process improvements.

### Job description

- Prospects for new projects 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, negotiate contracts, and close deals.
- Build and maintain strong relationships with clients to ensure satisfaction and encourage repeat business or referrals.
- 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

- Experience in selling logistics service in DRC via key sea entry ports – Dar es Salaam, Beira, Durban, Matadi and Walvis Bay
- Ability to identify needs, present solutions, handle objections, and close sales.
- Strong verbal and written communication for building rapport and conducting presentations.
- Ability to manage a sales pipeline, customer records, and time effectively.
- 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, then please share your CV to [UPFCareers@UPF-Group.dk](mailto:UPFCareers@UPF-Group.dk)

