JOB OPPORTUNITY

PRICING AND 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 12 offices in 10 countries (Denmark, Finland, Portugal, Mozambique, Angola, Cameroon, Tanzania, Namibia, South Africa and Kenya) and trusted partners and customers worldwide.

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 an Operations Controller to strengthen our operation team.

Job description

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

- **Pricing & Quotations:** Develop accurate, competitive pricing; prepare commercial proposals; maintain updated rate sheets and cost inputs.
- **Sales & Client Development:** Identify and pursue new business opportunities; conduct client visits; nurture relationships with existing customers to grow accounts.
- **Lead & Pipeline Management:** Follow up on local and global sales leads and keep Xsped updated with current opportunities and status.
- **Reporting & Performance Tracking:** Produce weekly activity reports and monthly sales/gross-margin updates, including corrective action plans.
- **Market Insight & Collaboration:** Monitor market rates and competitor pricing; work closely with Operations and Finance to validate feasible, profitable solutions.

Candidate qualifications

- Bachelor's degree in Logistics, Business Management, Economics, or related field.
- Strong knowledge of Clearing, Forwarding, and Logistics.
- Proficiency in Microsoft Office (Word, Excel, PowerPoint).
- Strong communication skills in Portuguese and English.
- Customer centric mindset with the ability to close deals.
- Ability to stay organized and professional in a fast-paced environment.
- Ability to work independently and as part of a team.

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, click here.

(EQ8 Recruit has been engaged to manage this recruitment campaign on behalf of UPF Group. By following the link, candidates will be directed to EQ8 Recruit's application page, where all submissions are managed securely and confidentially.)

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