

# JOB OPPORTUNITY



## FIELD SALES REPRESENTATIVE

DAR ES SALAAM, TANZANIA

UPF Group is seeking a Field Sales Representative to support our business growth in Dar es Salaam, Tanzania. 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.

### Job description

As the Field Sales Representative, 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 and projects.
- 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 X-sped regularly.
- Preparing and presenting formal proposals to customers / new leads.
- Monthly presentation of sales targets and gross margin reports, along with corresponding action plans.
- Train, coach, and support the team members to meet the monthly set targets
- Follow up on client payments to ensure the client portfolio is making the necessary payment within the specified timeframe
- Ensuring the correctness and high quality of data in X-sped and operational documents for own projects.
- Perform any other duty as may be assigned by the management

### Candidate qualifications

- Ability to identify needs, present solutions, handle objections, and close sales.
- Strong verbal and written communication for building rapport and conducting presentations in English.
- 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 send your CV to [careers@upf-group.dk](mailto:careers@upf-group.dk)

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