https://vistara.me/job/sales-manager-freight/

Sales Manager – Freight

Industry
Logistics & Supply Chain

Description

Summary

The Sales Manager is responsible for driving revenue growth across all freight verticals—Air, Sea, Land, and NVOCC. The role involves developing strategic sales plans, managing key client relationships, and identifying new business opportunities in the UAE and GCC region.

Key Responsibilities

- Develop and execute sales strategies to achieve revenue targets across all freight modes.
- Identify and pursue new business opportunities in freight forwarding and NVOCC services.
- Prepare and implement action plans to penetrate new markets and expand customer base.
- Build and maintain strong relationships with clients, agents, and partners.
- Provide tailored logistics solutions based on client needs.
- Ensure high levels of customer satisfaction and service quality.
- Coordinate with operations and pricing teams to ensure smooth execution of shipments.
- Follow up on bookings, schedules, and documentation with agents and customers.
- Support the logistics team with guidance and issue resolution.
- Provide monthly sales performance reports to senior management.
- Maintain accurate records of pricing, sales activities, and client interactions.
- Monitor market trends and competitor activities to inform sales strategies.

Qualification & Experience

- Bachelor’s degree in Business Administration, Sales & Marketing, or Logistics.
- 7–10 years of sales experience in freight forwarding, with at least 3 years in a managerial role.
- Proven experience in selling Air, Sea, Land freight and NVOCC services.
- Strong understanding of UAE logistics market.
- Excellent negotiation, communication, and presentation skills.
- Proficiency in CRM and Microsoft Office tools.
- Must have a valid UAE driving license.