



PROJECT SALES MANAGER

Martin Bencher UAE has an exciting job opportunity for an energetic, self-motivated individual who is eager to develop skills in the international project freight forwarding industry.

About Martin Bencher Dubai.

We are a small team, mainly dealing with project cargo. We are handling all aspects of the job: commercial/sales, operations, chartering, site and port survey, documentation, etc. The company is dealing with sales & operations worldwide and we directly cover UAE and the Middle East region.

About the Job

The Project Sales Manager will report directly to the Regional Director Middle East and be responsible for sales development, and pricing on project RFQs, as well provide operational co-ordination for various projects together with the operational team.

Key Responsibilities

You will be handling mainly local customers but also foreign customers and agents. You will be working within all aspects of the forwarding industry.

- Lead sales development process including bidding, contract negotiation, contract approval and closure for appointed accounts
- Identify and actively hunt for new project opportunities and develop sales opportunities for our logistics services, matching MB sales strategy
- Maintain existing accounts and develop long term win-win strategic relationship through sales visits
- Attend relevant exhibitions and follow up accordingly
- Lead pricing process in close cooperation with the operation team + sales/management to develop customized operational solutions and competitive tender package
- Take lead on overseas RFQs
- Meet and discuss solution and pricing with vendors
- Ensure proper handover/kick off meeting with the operation/ project management team for new project
- Support the operation department – when required on quotation or file handling, as well if needed on site
- Port and site surveys
- Travelling both locally as well as globally



Your Qualifications

- You are either educated in the field of forwarding/logistics and/or international business and you have at least 5 years working experience within project shipping
- You are detail oriented, hardworking and structured
- You are responsible, passionate and energetic
- Innovative and self-motivating with positive 'can do' mind-set.
- You like to negotiate and to deliver results
- Confident personality with successful track record in initiating and managing projects.
- Team player with hands on approach, but can also carry out assignments independently
- You are not intimidated by stressful situations
- Ability to engage with corporate clients.
- You are proficient in spoken and written English + your native tongue
- Interested in working with different cultures and work ethics
- Experience in logistical demands and patterns of key industries
- Good market knowledge and client networking within UAE
- You have a UAE driving license and own car

Martin Bencher Offers

- A company culture we are proud of
- A young and dynamic team
- A company in constant development and growth
- Great amounts of freedom and responsibility

The position is available now, however if you are only able to start later, please do not hesitate to apply anyway as you might be the perfect candidate for our team.

Work Location: Dubai, UAE

No agencies or phone calls, please.

Application deadline: as soon as possible

Please send your application to Mr. Peter Viig, Managing Director Middle East at peter.viig@martin-bencher.com