



LOGISTICS MADE EASY

SALES MANAGER | PROJECT LOGISTICS

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

THE JOB

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

- Lead/initiate sales development process including bidding, contract negotiation, contract approval and closure
- Follow up and sharing sales leads within MB Group
- Identify and hunt new project opportunities
- Meet and discuss solution and pricing with vendors and partners
- Attend relevant exhibitions/events/networking and follow up
- Assisting other members of the team for sales calls
- Support the operation department – when required on quotations 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
- You have at least 3-5 years working experience within project shipping
- You have an ambition to develop your career into a sales role
- You are young, responsible, passionate and energetic
- Innovative and self-motivating with positive 'can do' mind-set.
- You like to negotiate and to deliver results
- Team player with hands on approach, but can also carry out assignments independently
- Proficient in spoken and written English as well as your native language
- Having a solid market knowledge and client networking within UAE would be an advantage
- You have a driving license (UAE) and own car
- Either located in UAE or willing to relocate

APPLY

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.

Please forward your application and possible questions to Mr. Peter Viig Christensen, Regional Director | Middle East.

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WORKING AT MARTIN BENCHER

At **Martin Bencher** we celebrate **initiative**, **team effort**, and **innovative thinking**. We act with **integrity** and **respect** for others and the environment.

We offer:

- A company culture, we are proud of
- A young and dynamic team
- A company in constant development
- Great amounts of responsibility and freedom
- Possibilities of growth within the organization
- Salary and benefits as per agreement

ABOUT MARTIN BENCHER DUBAI

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

You can read more about Martin Bencher here: www.martin-bencher.com

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