

# NOW HIRING



## **Sales Executive, (Shipping, Clearing & Forwarding)-Nairobi (80-100k)**

Our client is a pioneer in providing innovative shipping & logistics solutions and are part of a global logistics, warehousing & shipping group. They have retained our services to hire for Sales Executive to be based at their Nairobi Office. Prospective candidates are expected to have well developed and demonstrable, negotiation & analytical skills, numeracy & computing skills backed by good oral and written communication skills.

### **Job Purpose/Your Role**

Reporting to the Branch Manager, you will execute business development efforts leading to business growth by acquiring, managing, growing and retaining clients. The role will lead partnership strategies, oversee seamless logistics solution integrations, and deliver strong commercial performance, positioning the company as a trusted logistics solutions provider.

### **Key Responsibilities**

1. Identify and pursue new business opportunities in shipping and logistics.
2. Develop and implement sales strategies to achieve revenue targets.
3. Build and maintain long-term relationships with clients, understanding their needs and providing tailored solutions.
4. Conduct market research to track industry trends, competitors, and customer demands.
5. Negotiate and close sales deals while ensuring compliance with company policies and industry regulations.
6. Collaborate with operations, customer service, and logistics teams to ensure smooth service delivery.
7. Prepare and present sales reports, forecasts, and performance updates to management.
8. Support collections and ensure timely follow-up on client payments

### **Required Key Qualifications and Experience**

- Bachelor's degree/Diploma in Business Administration, Marketing, Logistics, or related field.
- Proven sales experience, preferably within Supply chain, C&F sector.
- Strong knowledge of logistics solutions.
- Excellent communication, negotiation, and presentation skills.
- Ability to work independently, meet targets, and manage time effectively.
- Proficiency in MS Office (Word, Excel, PowerPoint).

If your profile, qualifications and experience fit the description above, and you are keen to accelerate your career in a highly professional environment, kindly but urgently email your cv in pdf to [consultant@outresources-hr.com](mailto:consultant@outresources-hr.com). Indicate **Sales Executive** as the subject. This is urgent hire role and applications will be reviewed continuously and interviews may be held before closing date. **Closing 30<sup>th</sup> January 2026**.

