

# JOIN OUR DART UAE TEAM

WE'RE HIRING

## MANAGER UAE - Business and Sales

Employment Type: Full-time

### Job Responsibilities:

- Develop different business lanes in line with Company Sales Strategies(Improve Revenue / Gross Profit).
- Achieving the Sales targets set by the Country Director.
- Explore new business opportunities for the Company and strengthen the existing customer base.
- Frequent interactions with customers and vendors.
- Promote total logistics/end-to-end solutions and tailor-made web-based system integrations.
- Maintain high customer retention ratio along with an active business pipeline plan.
- To execute credit policy and ensure collection on time.
- Coordinate with the Operations Team for smooth operations and service for the ultimate DGL customer.
- To ensure the corporate guidelines and SOPs are established and adhered to.

### Professional Skills Required:

- Excellent communication skills, with over 10 years of experience in the freight industry and solid expertise in logistics and shipping.
- The candidate should be in a position to shift business from DAY ONE.
- Should have commanding experience in the local market.
- Should submit a business plan for the next 24 months.
- Any candidate who would like to shift along with their OWN TEAM then they can send the proposal along with their business plan.

### Academic Background:

- Qualification in Marketing discipline / CIM UK
- Graduate in Logistics Management / Member of Chartered Institute of Logistics & Transport

### Remuneration:

- Fixed + target-based commission.
- Minimum Target: 3 times the CTC.
- Fixed based on target commitment.

### DART GLOBAL LOGISTICS LLC

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Please inbox your CV together with names and contact details of two non-related referees to the email below, mentioning the position applied for in the subject line to [info.dxb@dartglobal.com](mailto:info.dxb@dartglobal.com)