

VACANCY ANNOUNCEMENT

DP World Logistics Rwanda, would like to recruit qualified and experienced **Sales Executives**

Job Profile

- Research and recommend new opportunities with existing or new customers.
- Translate potential client needs into sales opportunities.
- Develop and implement effective sales strategies to drive growth in target markets and achieve revenue targets.
- Identify and pursue new business opportunities, including key accounts, industry partnerships, and strategic alliances.
- Act as a point of contact for key accounts, understand client needs, and ensure service expectations are met.
- Develop and execute marketing plans to increase brand awareness and generate leads.
- Conduct market research to identify industry trends, competitor activity, and new business opportunities.
- Prepare and present regular sales forecasts, budgets, and performance reports for management.
- Analyse customer needs, logistics industry trends, and economic indicators to recommend service improvements or new service offerings.
- Research and suggest solutions through sales calls and sales presentations to both existing and prospective customers.
- Remain knowledgeable about company products and services, logistics technologies and industry strategies to achieve sales objectives.
- Contribute to the growth of sales revenue and achievement of commercial targets.
- Track all client interactions through the CRM system.
- Maintain relationships with existing clients by providing support, information and guidance.
- Follow up on export/import client formalities, including containers, loading plans and customs clearance.
- Keep export clients updated on the status of their shipments.

Requirements and Qualifications

1. Experience in the Commercial/Sales/Marketing department of a multinational organisation; experience in the shipping-line, freight forwarding, port or logistics industry will be an added advantage.
2. Candidates with relevant experience from shipping lines are particularly encouraged to apply.
3. Preferably 1-3 years of relevant experience.
4. Bachelor's degree in business administration, Marketing, Supply Chain, Logistics, or a related field.
5. Strong relationship-building and customer management skills.
6. Excellent verbal and written communication skills.
7. Strong decision-making, analytical and problem-solving abilities.
8. Demonstrated ability to identify business opportunities and contribute to revenue growth.

How to apply: Interested candidates should send their updated curriculum Vitae, Academic credentials, and application letter addressed to Head of HR, Comms & Sustainability DP World Rwanda on info.dpworldkigali@dpworld.com not later than 17th October 2026

Juliet NAIGA
Head of HR, Comms & Sustainability
DP World Logistics Limited, Rwanda
Kigali Logistics Platform

