



## **JOB TITLE: Commercial Manager, PIL Tanzania**

Tanzania, United Republic of

### **Chart your Course with PIL**

With over 55 years of leadership in the global shipping industry, Pacific International Lines (PIL) is looking for proactive individuals to drive innovation and sustainable shipping solutions. If you're fueled by pioneering ideas, enjoy challenging the status quo, and are determined to make a significant impact, PIL wants you as a part of our dynamic community of maritime professionals.

At PIL, we provide local experiences with a global reach. With our headquarters in Singapore, and services offered at over 500 locations in 90 countries, you will have ample opportunities to work with colleagues from different cultures and communities.

### **Get On Board for a Dynamic and Purposeful Career.**

We are seeking a highly motivated and experienced **Commercial Manager** to join our dynamic team in **Dar es Salam, Tanzania**. The successful candidate will play a pivotal role in leading the Sales, Marketing, and Customer Service functions to drive revenue growth and expand market share.

### **Key Responsibilities:**

- **Sales Strategy Development:**  
Create and execute local sales strategies to increase market share and revenue across import and export activities.
- **Sales Team Leadership:**  
Lead and inspire the local sales team to meet business targets and individual performance goals. Ensure alignment with regional and headquarters objectives.
- **Customer Relationship Building:**  
Strengthen relationships with clients through joint visits with sales representatives and channel partners.
- **Forecasting and Budgeting:**  
Manage forecasting and budgeting processes to align with the company's goals and objectives.
- **Market Insights and Reporting:**  
Analyze market data and competitor activities to inform strategic decisions. Submit regular marketing and performance reports to the headquarters.
- **Sales Pipeline Management:**  
Monitor and maintain an active sales pipeline using the Customer Relationship Management (CRM) system, ensuring all leads are tracked and followed up promptly.
- **Collaboration with HQ, Regional Office and Operations:**  
Work closely with the operations team to offer customized intermodal solutions for customers and manage long-dwelling cargo efficiently. Align sales activities with Regional Office and Headquarters policies.
- **Customer Account Management:**  
Collaborate with the Credit Control team to ensure timely customer payments and account management.
- **Data Integrity and CRM Management:**  
Ensure accurate and updated customer data in the CRM system to support decision-making.

#### **MUST HAVE:**

- **Education:**  
A bachelor's degree in business, marketing, commerce, or a related field.
- **Industry Experience:**  
10 to 15 years of experience in trade, sales, and marketing within the container shipping, logistics, or liner industry.
- **Customer Relationship Expertise:**  
Proven experience in managing customer relationships, with knowledge of port operations and equipment management.
- **Leadership Experience:**  
Strong leadership abilities with experience in leading cross-functional teams and driving performance.

## **WE VALUE:**

- Adaptability, integrity, and a collaborative mindset.
- Strong strategic thinking and problem-solving abilities.
- Excellent negotiation skills and stakeholder management capabilities.
- Superior time management and multitasking abilities.
- Proactive in staying updated with industry trends, laws, and regulations.

## **Why Join Us:**

- Be part of a leading global carrier with a strong focus on sustainability and innovation.
- Work in a dynamic and collaborative environment.
- Opportunities for professional growth and development.

## **Application Process:**

To apply for this exciting opportunity, please submit your resume **in English** outlining your qualifications and experience on [PIL Career Website](#).

**APPLY HERE**