

**Job Description**  
**SALES MANAGER**
**Vision Logistics (U) Limited**

<b>Department</b>	MANAGEMENT	
<b>Reports to</b>	<b>Direct:</b> Managing Director	<b>Technical:</b> Managing Director
<b>Location</b>	Kampala Boulevard Head Office Kampala Road	
<b>Workdays &amp; Hours</b>	Monday to Friday 8:00am -5:00pm Saturday 8:00am -2:00pm	
<b>Supervises</b>	None directly ( <i>provides oversight to Managing Director and Executive Team</i> )	<b>Technical:</b> N/A

**Company Profile**

**Vision Logistics (U) Limited** is a leading service provider in offering; Customs Clearing & Freight Forwarding services in EAC Region and beyond, Mobility Vehicles & Construction Equipment Leasing in Oil & Gas sector and Procurement Consultancy Services. Guided by our core values— Integrity, Excellence, Innovation, Safety, and Customer-Centricity—we deliver trusted and efficient logistics solutions that empower sustainable growth for our clients across the region.

We are currently a certified ISO international company in the three standards (**QMS 9001:2015, EMS 14001:2015 & OHMS 45001: 2018 Standards**).

We are Qualified by the Petroleum Authority of Uganda (PAU) to operate in the Oil & Gas sector of Uganda on NSD Number: **NS-15122/2023/4102**. We are a licensed Customs Agent by Uganda Revenue Authority (URA) on License Number: **2025/259**, We're also a member of Uganda Clearing Industry & Forwarding Association (UCIFA) on Membership Number: **UCIFA 5158**.

**JOB SUMMARY**

The Sales Manager is responsible for driving business growth through the sale of logistics services, construction equipment, and related solutions. The role focuses on acquiring new clients, managing key accounts, and expanding market share—particularly in **construction, infrastructure, and oil & gas sectors**—while ensuring excellent customer experience.

## KEY JOB RESPONSIBILITIES

### 1. Sales & Revenue Growth

- Develop and implement effective sales strategies
- Achieve monthly and annual sales targets
- Identify new business opportunities in construction, oil & gas, and logistics sectors
- Drive sales of **construction equipment, building materials, and logistics services**

### 2. Client Acquisition & Relationship Management

- Prospect and onboard new clients
- Maintain strong relationships with contractors, developers, and corporate clients
- Manage key accounts and ensure repeat business
- Handle negotiations, pricing, and contract agreements

### 3. Market Development

- Conduct market research and competitor analysis
- Identify trends in construction equipment and logistics demand
- Expand company presence in target industries

### 4. Customer Service & Complaint Handling

- Ensure high-quality customer service
- Address and resolve client complaints promptly
- Monitor customer satisfaction in line with  
ISO 9001:2015

## 5. Sales Team Leadership

- Lead and supervise the sales team
- Set KPIs and monitor performance
- Train and mentor team members
- Foster a high-performance sales culture

## 6. Reporting & Performance Tracking

- Prepare sales reports, forecasts, and pipelines
- Provide insights and recommendations to management
- Track progress against targets

## 7. Compliance & Risk Management

- Ensure adherence to company policies and industry regulations
- Align sales operations with ISO standards
- Support safe and compliant operations in line with ISO 45001:2018

## 8. Additional Duties

- Perform other duties assigned by management

## EDUCATION, LICENSES & CERTIFICATIONS

- Bachelor's degree in a business-related course (**REQUIRED**)
- Certificate in **Chartered Institute of Marketing (CIM)** is an added advantage

## EXPERIENCE

- Minimum **3 years of proven sales experience (MANDATORY)**
- Experience in selling:
  - Construction equipment OR
  - Building materials (**HIGHLY REQUIRED**)

**Confidential**

## ROLE PROFILE

- Experience in logistics or oil & gas sector is an added advantage



## KNOWLEDGE, SKILLS & ABILITIES

- Strong sales and negotiation skills
- Excellent communication and interpersonal skills
- Ability to meet and exceed sales targets
- Strong networking and relationship-building skills
- Market awareness in construction and logistics sectors
- Ability to work under pressure and deliver results

## CORE COMPETENCIES

- **Integrity:** Honest and ethical sales practices
- **Excellence:** Delivering results and high-quality service
- **Innovation:** Identifying new markets and sales opportunities
- **Safety:** Supporting safe operations in all engagements
- **Customer-Centricity:** Ensuring client satisfaction and retention

## APPLICATION DETAILS

- **Position:** Sales Manager
- **Deadline:** 12th April 2026
- **Application Email:** [hr@visionlogisticslimited.com](mailto:hr@visionlogisticslimited.com)
- **Website:** [www.visionlogisticslimited.com](http://www.visionlogisticslimited.com)