



# BRANCH MANAGER

#WeAreHiring | #Poland



## who are we

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Vervo Group is a full-service logistics company that handles various international and local freight services, such as part loads (LTL), full loads (FTL) and oversized loads (OOG). The company is headquartered in Riga, Latvia. Since 2008, we have provided high-quality services to more than 8500 companies and individuals sending cargo, providing different types of cargo transport to and from more than 120 countries worldwide. Vervo has branches in Latvia, Estonia, Poland and Italy and plans to expand further soon.

## responsibilities

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- Starting new branch, successfully implementing Vervo Group policies and practices
- Administration, sales, customer service and HR management in accordance with the company objectives
- Designing and implementing strategic sales plan that expands existing customer base and ensure its strong presence on PL market
- Managing recruiting, objectives setting, coaching and performance monitoring (KPI) of logistics sales representatives
- Sales, revenue and expenses - budgeting and monitoring

[www.vervo.lv/en/](http://www.vervo.lv/en/)



## qualifications

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- Proven knowledge in freight forwarding and logistics
- 3+ year work experience as a sales manager (or similar role)
- Excellent organizational and leadership skills
- Perfect communication, negotiation, and presentation skills
- Strong critical thinking, and problem-solving skills
- Outstanding stress resistance
- Fluency in Polish and English
- German is an advantage

## we offer

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- An important role with great growth opportunities - "Form zero to hero"
- The ability to build a new, successful team, a new "Star" in Vervo Group
- Competitive and motivating salary
- Possibility to become a shareholder in case of excellent company results
- Mobility allowance, phone and laptop
- Multicultural, multifunctional and international environment

## reference

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If you are full of ambitions and ready to accept new challenges, please submit your cover letter and CV in English

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Vervo Estonia CEO

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