



AGENCY MANAGER GUINEA BISSAU

About OBT Shipping

OBT Shipping was established in 2004 as a Shipping Agency and Logistics/Project Service provider with focus in West Africa. The aim is to provide ship owners and the local shipping environment, with a more reliable service to the steadily growing markets in the region. Today our main coverage area is West- and Central Africa with own offices located in Gambia, Guinea, Sierra Leone, Liberia and Cameroon.

With our carefully selected and dedicated partners in the region, our representation today also includes full coverage in West and Central Africa via our hub agency in Dubai and sales Agency in Denmark. In the past few years the company has grown to include over 400 staff in the group and is considered as one of the leading Shipping Agencies in West and Central Africa.

OBT Shipping – Guinea Bissau

We are seeking a new colleague to our new office in Guinea Bissau as Agency Manager

Drive our daily operations and local relations

As an Agency Manager, you manage a team of motivated staff at the local office in Guinea Bissau as well as maintain relations with our customers. Doing so, you truly get to apply your leadership skills as you motivate and explain the daily tasks to your team. Your responsibilities include:

- Briefing your team daily on tasks and challenges and ensuring that all deadlines are met
- Prioritizing tasks while guiding and motivating your team
- Building relations to both current and future clients, key accounts and agents
- Searching for sales leads and participating in tender bids
- Interaction with authorities and clients on management level when required

You get direct access to our senior management as you discuss the daily tasks with our CEO, CFO and Regional Manager.

On a day-to-day level, you will enjoy sparring with our team in Gambia and report to our General Manager.

Your Personal and professional qualifications

You might be the right candidate if you are fulfilling following qualifications:

- You have solid experience as a manager
- You are fluent in Portuguese and English
- You have hands on experience in working as a shipping agent

It is an advantage if you have experience with working in developing countries, but it is not a must.

Personally, you take responsibility in your work and you are motivated by a high degree of independency. Inspiring people is a natural part of who you are, and you proactively motivate and support your colleagues. You have a curious, ambitious and creative mindset, allowing you to come up with new solutions that make us stand out from our competitors.



You will meet highly skilled and engaged colleagues, ready to make the extra effort, in an organization, characterized by accountability, respect and enthusiasm. OBT Shipping place strong emphasis on training and foster a culture of continuous professional and personal development.

Most importantly, you know how to be a good team player and manager/leader for your team because interpersonal relations are your forte.

Application

If the above matches you, kindly forward your motivated application and CV to hr@obts.dk as soon as possible. We will invite candidates for interviews on an ongoing basis.