



Head of Entity, Logistics - East Africa (Tanzania)

Location: Tanzania, United Republic of

Company: Pacific International Lines (Pte) Ltd

DRIVING CONNECTIVITY

Head of Entity, Logistics (Tanzania)

Tanzania, East Africa

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 looking for a dynamic and experienced individual to take on the role of **Head of Entity, Logistics** in Tanzania. The successful candidate will lead our logistics operations, driving business growth and expanding our presence in the region. This role is critical for establishing and managing logistics services in Tanzania, with a focus on operational excellence and strategic business development.

Key Responsibilities:

- **Strategic Leadership:** Lead the logistics operations in Tanzania, aligning with PIL's strategic objectives and driving growth in the region.

- **Business Development:** Identify and capitalize on new business opportunities within the logistics sector, including freight forwarding and contract logistics, to grow the business.
- **Freight Forwarding Operations:** Oversee all freight forwarding activities, ensuring smooth, efficient, and cost-effective movement of goods through air, sea, and land transport.
- **Contract Logistics:** Develop and manage contract logistics services, including warehousing, distribution, and value-added services, to provide tailored solutions to clients.
- **Cross-Border Expertise:** Manage cross-border logistics, ensuring compliance with local and regional regulations and facilitating seamless transportation across national borders.
- **Customer Relationship Management:** Build and maintain strong relationships with key clients, vendors, and authorities to ensure smooth operations and high customer satisfaction.
- **Supply Chain Optimization:** Implement best practices in supply chain management to improve efficiency, reduce costs, and enhance service quality in both freight forwarding and contract logistics.
- **Intermodal and Multimodal Solutions:** Design and implement integrated multimodal logistics solutions that combine land, sea, and air freight to meet customer needs and improve operational efficiency.
- **Financial Oversight:** Ensure P&L performance meets business targets, managing costs and maximizing profitability across logistics operations.
- **Team Leadership:** Build, manage, and mentor a high-performing team, fostering a culture of collaboration, innovation, and continuous improvement.

MUST HAVE:

- **Experience:** At least **10 years of senior-level experience in logistics**, with strong **expertise in freight forwarding and contract logistics operations**.
- **Industry Knowledge:** Deep understanding of logistics services in the East African market, particularly within freight forwarding and contract logistics.
- **Leadership Skills:** Proven ability to lead teams and drive operational success, with strong decision-making capabilities.
- **Network:** An established network within the logistics industry, including relationships with service providers, regulatory authorities, and customers.
- **Customer Focus:** Strong customer-centric approach, capable of converting high-potential opportunities into long-term business relationships.

WE VALUE:

- **Problem-Solving:** A hands-on approach to identifying and addressing operational challenges, driving continuous improvement.
- **Financial Acumen:** Experience managing P&L, with the ability to optimize costs and maximize profitability.
- **Interpersonal Skills:** High emotional intelligence and excellent communication skills, able to manage complex relationships.
- **Innovation:** Proven ability to drive innovation in logistics solutions and improve operational efficiencies.

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 outlining your qualifications and experience to [PIL Career Website](#).

To Apply, [**CLICK HERE**](#)