



**VACANCY: EXTERNAL**  
**POSITION: SALES & PRICING ANALYST**  
**REPORTING TO: COUNTRY MANAGER**  
**LOCATION: WALVIS BAY**

OMA Shipping & Logistics Namibia has an exciting opportunity available for a Pricing Analyst. With direct reporting to the Country Manager, the incumbent will be based at our Walvis Bay Office and responsible for quotes and pricing for Ocean, Air and Road freight.

**Main Purpose:**

To ensure potential and existing Customers as well as all Network Partners receive the fastest turn around on quote requests and using dynamic pricing to ensure quotes are converted into wins.

**Key Responsibilities:**

- Analyse customer and partner requirements and prepare precise and competitive quotations
- Ensure quote / rate requests are responded to in a timely manner
- Ensure all quotes are entered into CRM System
- Build and maintain supplier relationships to ensure effective rate negotiations
- Ensure weekly and monthly reports on activities submitted to Country Manager
- Support Country Manager to identify and pursue new opportunities
- Coordinate with Operations and Finance teams to ensure effective customer service
- Ensure adherence to all Company Policies and Procedures, including credit terms and onboarding of customers

**Qualifications & Experience:**

- 1<sup>st</sup> Degree or Diploma in Logistics / Supply Chain an added advantage
- Minimum 2 years proven experience in Transport and Logistics sales or a similar role is essential.
- Ability to close deals
- Proficient in MS Software

**Other Key Competencies:**

- Ability to work independently and meet deadlines.
- Ability to work collaboratively in a team-oriented environment
- Excellent Communication skills, both oral and written
- Good negotiation skills
- Adaptable to changing priorities and fast-paced work environment

**Application Procedure:**

Submit applications via [www.jobopportunities.net](http://www.jobopportunities.net), including cover letter, detailed CV, and certified copies of relevant qualifications.

**Closing Date:** 23 January 2026