



**VS&B CONTAINERS GROUP**

**Role:** Sales - Container Trading, VS&B Containers

**Location:** Mumbai, India or Dubai, UAE

**Level:** Based on experience

**Job Description:**

**Sales & Business Development:**

- Sell and trade shipping containers (new & used) across assigned markets.
- Identify and develop new customers while maintaining strong relationships with existing clients.
- Follow up on leads, inquiries, and market opportunities.
- Prepare and negotiate quotations, contracts, and sales agreements in line with company guidelines.

**Market Intelligence & Pricing:**

- Track market trends, pricing movements, and demand-supply dynamics.
- Coordinate with Trading and Operations teams to ensure competitive and accurate pricing.
- Share market feedback to support trading strategies and inventory positioning.

**Order & Process Coordination:**

- Coordinate with internal teams for container allocation, release, and documentation.
- Ensure all sales are executed in compliance with internal processes and approvals.
- Support timely invoicing, payment collections, customer documentation where required.

**Skills & Experience:**

- Experience in **container trading, shipping, or logistics sales preferred.**
- Basic understanding of **container types and trading terms.**
- Strong **communication, negotiation, and follow-up skills.**
- **Target-driven** with a strong **ownership** mindset.

*If you are interested in this role and meet the required criteria, please email your CV to [jobs@vsnb.com](mailto:jobs@vsnb.com).*

*Visit [www.vsnb.com](http://www.vsnb.com) for more information.*

