



BUSINESS DEVELOPMENT MANAGER - FREIGHT

Transped

Transped Limited is a leading worldwide logistics provider offering a wide range of services in shipping, collections by road, customs clearance, Warehousing and Export Packing. As a subsidiary of the Port of Blyth, the core business is centred on containerised transport.

The Role

This is a fantastic opportunity to join this expanding logistics company in a newly created role. Always looking for new revenue streams, Transped are an international logistics company centred around a containerised service but looking to expand into all areas and develop existing business.

As a Port of Blyth business we are not just a freight forwarder.

The company are looking for someone who excels in finding new business, revels in new opportunities and will have some autonomy in the day to day running of their workload.

Self-motivated and not shy of getting a foot in the door this role is seen as a first new step in the development of an established sales team.

Key Responsibilities

- Identify possible new target accounts
- Build productive relationships with potential clients
- Attend visits to new customers
- Create quotes and present options to customers
- Present the company to prospective clients
- Explore new options with the support of the management
- Growth relationship and generate opportunities with existing customers

The Candidate

- A self-starter with a winning mentality who's initiative generates new business
- Ability to communicate and negotiate at all levels and a closer of all types & levels of business
- Experience in freight preferred
- Exceptional personal telephone, written and presentation skills
- Computer literate and forward thinking with technology
- Aptitude to prioritise, organise and manage time efficiently is an essential

The Rewards

This is a golden opportunity.

As well as salary and company vehicle this is an opportunity to write the next exciting chapter for Transped. We hope this is the next step in growing the business and the right candidate will be offered a high level of autonomy to make a success of the role.

Make no mistake, the job will be monitored by results but if you're up to a challenge and the opportunity this role can bring, then send us your C.V.

This is a permanent position working an average of 37.5 hours per week.

In return we offer a good remunerations package with added benefits including 25 days holiday plus statutory, annual profit related bonus, pension and private health care. Company car/OTE.

Salary £30k - £40k per annum depending on skills and experience.

How to Apply

Applications in writing by email to Stuart Balmer-Howieson (HR & Safety Manager):

Stuart.balmer-howieson@portofblyth.co.uk

Closing date: 4th May 2018