

Business Development Manager

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Company: DHL

Location: United Kingdom

Category: other-general

JOB DESCRIPTION

Business Development Manager

HELP US KEEP THE WORLD MOVING

Behind every weekly shop, every vital prescription and every new car is a business that relies on an efficient, reliable and responsive supply chain. Together at DHL Supply Chain, our team are responsible for connecting people to these goods and keeping the world moving.

We're a fast evolving, industry-leading team on a mission to optimise supply chain solutions and deliver with cutting-edge flair.

If you're a motivated, ambitious individual seeking a rewarding opportunity in a fast-paced environment – join us and start making a difference today.

What will this opportunity look like for you?

As a Business Development Manager, you'll be the face of our brand. With the opportunity to get to know your customers inside out, you'll play a huge part in helping them succeed and achieve their goals.

You'll be working in a dynamic environment among some of the best in the business. This role isn't about box-ticking, it's about really understanding your customers' needs and working alongside your expert team to solve their challenges.

At DHL Supply Chain, we support a culture that cares for its employees. If you have a positive mindset, you're passionate about helping people, and you want to see the whole team succeed – you'll make a meaningful difference here. Not only to our customers, but to the wider market as well.

What will be your key responsibilities?

You'll be part of a brilliant team that works together to help customers grow their businesses successfully. In turn, you'll have everything you need to grow your career, too.

Manage a portfolio of existing and new accounts in a range of sectors.

Lead new customer pursuits through the identification, management and delivery of new business.

Conduct research meetings with the customers and leverage coach network to understand the customer's organization, requirements and business objectives.

Drive retention and growth of existing accounts, identifying new areas of scope, innovation and leveraging DHL products.

Build relationships with new and existing customers in the Transport sector and develop a deep understanding of customer needs.

Work with Product and Sector development teams to identify and develop differentiated solutions for customer needs.

Develop and leverage constructive relationships within target accounts to gain access to key decision makers and establish coach network.

You won't find another job like the one you'll find with DHL Supply Chain. Now, here's what we need from you:

Has operated across the Transport sectors demonstrating a track record of delivery.

Understanding of 4PL/3PL and Transport Network is essential.

Experience in logistics and very good knowledge of DSC competitors.

Copes well with complexity and process.

Operating in a high performance environment.

Strong contributor in diverse teams.

We mean business...

At DHL Supply Chain, our business is logistics but people are our passion! If you like chatting to people and helping others succeed, you'll fit right in. We'll trust you to do what you do best so you can make your mark and help us grow as a business.

Life at DHL Supply Chain

To find out about all the benefits available to our employees, as well as our diversity and inclusion approach, click here.

APPLY NOW

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