

Business Development Manager

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Company: Impression Recruitment

Location: United Kingdom

Category: other-general

Our client is a well-established, leading and global business, who are now seeking a **Business Development Manager** their office in Durham. This is a fantastic opportunity for a natural rapport builder to build new opportunities for the company, with excellent rewards. You will have excellent communication skills on all levels, and the ability to devise a clear plan to broaden company outreach. If you have a demonstrated background of developing business within a freight or logistics sector, and want to work within a growing company, this is the role for you.

Duties for the successful Business Development Manager:

Developing business and making sales within the transport industry

The ability to develop a pipeline list

Growing the revenue streams

Identifying new opportunities

Building relationships and acquiring new clients

Assisting in expanding the business

Developing a clear plan and closing on opportunities

Promoting the companies services and what you can offer

Liaising on all levels with internal and external parties

Prospecting and arranging appointments

Dealing with quotations

What we are looking for:

Experience in Business Development in a Transport / Freight Forwarding environment

Possess an excellent understanding within logistics and customs

A strong understanding on Import/Export

Strong communication skills on all levels

Excellent interpersonal skills and a positive attitude

To be successful as a Business Development Manager you will be a driven individual with a clear focus, with the ability to work well as part of a team, as well as on your own initiative. In return the successful candidate will receive a salary between £40k-£50k, with an uncapped commission scheme, with the potential of an additional £25k, plus company benefits, working 8:30am-5pm Monday to Friday.

APPLY TODAY!

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Cross References and Citations:

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