



Barron Wood Distribution Limited

## **Job Description:**

European Road Freight Business Development Manager

Salary: £40k-£85k (DOE)

Nationwide - remote working role

Job Types: Permanent, Full-time

### The company

Barron Wood is a privately owned, family business established for 30 years, providing road transport solutions to a wide range of customers. Currently, the company moves over 900 loads every day within the UK & Europe, having experienced consistent growth for the last two decades. Our family values are very important to us, and at the heart of our company, and as we have grown, we have made sure these remain in our core.

### The role

We have an opportunity for an experienced Business Development Manager to join our international division, selling import, export and cross-border road freight services. The role will allow you to play a key role in the company's future growth. This will be a home-based role with a requirement to attend our Preston office, and will involve UK & international travel.

#### Responsibilities

- Managing all aspects of the sales process from identifying sales leads to implementing new customer contracts.
- Working with the existing management structure to develop a sales & marketing strategy for the European road business.
- Undertaking appropriate marketing activity to support the sales strategy.
- Responding to tender requests & providing quotations.
- Site visits & presentations to new customers.
- Account management of key customers.
- Working with the operations team to identify sales opportunities.
- Requirement for business travel in the UK & Europe

#### The successful candidate must have:-

- Excellent communication & presentation skills.
- Demonstrable record of winning new business in the European road freight sector.
- Database of potential sales leads.



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- Must have a minimum of 5+ years experience in a BDM / Sales role within European full load freight forwarding - predominantly via road (i.e. not air or sea freight). Candidates with only 2-3 years of sales experience who have a track record of working in successful operational roles with a similar background (i.e. European road freight forwarding) will be considered.
- Experience must include working in a "freight forwarding/ brokerage/ 4PL" environment as opposed to own fleet businesses.
- In addition to experience we are looking for someone with drive & ambition to prove themselves & progress their career further to become part of the senior management team within the business..
- The role is for a self-starter who can work remotely without support so will not suit someone with less experience; we are looking for someone who can have an immediate impact on the results of the business.
- Knowledge of the subcontract market - operators, rates, capacity constraints etc. - will also be important in the role.
- We are looking for someone who has a hands-on approach & can manage themselves, preferably with experience working for a smaller/ privately owned business.
- Ideally candidates will have experience in our target markets - full load, ambient transport by road moving packaged/ palletised goods. Candidates whose main focus is part loads/groupage, air or sea, temperature controlled, bulk transport (e.g. tankers, bulkers etc.) are unlikely to be of interest.

#### Benefits:-

- Excellent salary with scope to increase earnings
- Unlimited career prospects for long term career
- Company pension
- Up to 25 days holiday through loyalty scheme
- Casual dress
- Company pension
- Free parking
- On-site parking
- Work from home

#### Supplemental Pay:

- Loyalty bonus
- Performance bonus