



Barron Wood Distribution Limited

European Carrier Manager

Pay: £35,000.00-£70,000.00 per year

Job Description:

About the Role

We are seeking an experienced and commercially driven EU Carrier Manager to take ownership of our European carrier network and play a key role in shaping the future of our freight operations.

This is a senior position suited to someone with deep expertise in European road freight markets, established carrier relationships, and a strong understanding of pricing dynamics across key EU regions.

You will help lead the development of our carrier strategy while working closely with our operations and leadership teams to maintain and enhance service excellence across our core markets.

This role is primarily based at our Preston head office; however, we recognise the value of experience in today's market and are open to discussing hybrid working arrangements for the right candidate.

Key Responsibilities

- Manage and develop strategic relationships with a broad network of European carriers
- Take ownership of key lanes across Holland, Belgium, France, Germany, Spain, Italy, Poland & Romania
- Leverage market knowledge to drive competitive pricing and capacity solutions
- Negotiate rates and service agreements to support commercial objectives
- Work collaboratively with the operations team to deliver high service levels
- Identify and onboard new carrier partners to strengthen network resilience
- Provide market insight on trends, restrictions, and route optimisation
- Support and mentor the existing carrier team, sharing knowledge and best practices
- Contribute to the ongoing development and structure of the carrier management function

What We're Looking For



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- 6-8+ years' experience in European road freight/carrier management
- Strong, established relationships with EU carriers across key markets
- In-depth knowledge of European transport routes, restrictions, and pricing structures
- Proven track record in negotiation and supplier management
- Commercially aware with strong analytical skills
- Confident communicator with the ability to influence both internally and externally
- Experience mentoring or leading teams is highly desirable
- Additional European language skills are advantageous

About Us

Barron Wood Distribution Ltd. is a UK & European road haulage specialist, established in 1993. As a family-owned business, we pride ourselves on building long-term relationships with both our customers and our people.

Why Join Us?

- Key strategic role within a growing European division
- Opportunity to shape carrier strategy and influence business direction
- Collaborative and supportive leadership team
- Long-term career development within a stable, family-run business

Job Type: Full-time

Benefits:

- Casual dress
- Company events
- Company pension
- Free parking
- On-site parking
- Relocation assistance

Work Location: In person