



Barron Wood Distribution Limited

Position Title: Sales Executive
Department: Sales and Marketing
Location: Office-based; Preston, UK
Reports To: Head of Sales

Company Overview: Barron Wood Distribution is a leading freight forwarding company based in Preston, UK. Established for over 30 years, we specialise in comprehensive and efficient transportation solutions across Europe and the UK. With a strong commitment to delivering exceptional service and logistics expertise, we cater to a diverse range of clients and industries.

Job Summary: We are seeking a driven and highly motivated salesperson to join our dynamic sales team. The successful candidate will be responsible for driving sales growth, developing new business opportunities, and maintaining strong relationships with clients in the European and UK markets. This role requires an understanding of the sales process, with a proven track record in sales, excellent communication and organisational skills.

Key Responsibilities:

- **Business Development:** Identify and target potential clients in the European and UK markets. Develop and implement effective sales strategies to achieve sales targets and increase market share.
- **Client Relationship Management:** Build and maintain strong, long-lasting relationships with new and existing clients. Understand their freight needs and provide tailored solutions to meet their requirements.
- **Sales Negotiations:** Conduct negotiations with clients to secure new business and close sales deals. Prepare and present competitive proposals, quotes, and contracts.
- **Market Analysis:** Monitor market trends, competitor activities, and customer preferences. Provide insights and recommendations to the management team to enhance the company's competitive position.
- **Customer Service:** Collaborate with the operations team to ensure seamless service delivery and client satisfaction. Address and resolve any issues or concerns promptly and effectively.
- **Reporting:** Maintain accurate records of sales activities, client interactions, and sales performance. Prepare regular reports for management review.



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- **Networking:** Attend industry events, trade shows, and conferences to represent Barron Wood Distribution and build a network of contacts within the freight forwarding sector.

Requirements:

- **Experience:** Minimum of 2-3 years of sales experience in any industry, transport / logistic industry preferable. No prior industry knowledge is required.

Skills:

- o Proven track record of meeting or exceeding sales targets.
- o Strong understanding of the sales process and how to manage end to end sales.
- o Excellent negotiation, communication, and presentation skills.
- o Ability to work independently and as part of a team.
- o Proficiency in using CRM software and MS Office Suite.

- **Language:** Fluency in English is required. Proficiency in other European languages is an advantage.

Attributes:

- o Highly motivated and results-driven.
- o Strong analytical and problem-solving skills.
- o Ability to thrive in a fast-paced, dynamic environment.
- o Excellent organizational and time management skills.

What We Offer:

- Competitive salary
- Opportunities for professional development and career advancement.
- A supportive and collaborative work environment.