

BUSINESS DEVELOPMENT MANAGER

Manchester

UCH Logistics is a dynamic, customer focused provider of specialist transport services to the airfreight industry. Established in 2000, we have built a reputation for offering reliable time-sensitive and next day deliveries throughout the UK.

Reporting to the General Manager of this successful and growing organisation based at Manchester Airport, this vital new role of Business Development Manager will be important in maintaining and developing our customer base, primarily focusing on the north of England.

Key training will be provided as standard, and overall this significant role has a large remit which includes:

- Using your knowledge and understanding of worldwide freight forwarding operations to cement our current business relationships, ensuring needs are being met and to identify additional potential revenue streams.
- Develop new business opportunities with cold and warm calling by listening to our customers, observing industry trends and conducting competitive analysis.
- Fostering a first-rate working relationship with internal stakeholders, as well as building and maintaining an excellent rapport with our external parties, specifically including airline sheds and freight forwarders.
- Work alongside the Operations Team to support the handling of incoming customer queries.
- Provide weekly reports to internal stakeholders on current and potential business activities.
- This is a Monday to Friday role, 08:30 to 18:00hrs with approximately two days office based, and three days on the road.

Essential Skills and Experience

- Knowledge and understanding of worldwide freight forwarding operations.
- The drive and determination to achieve success in developing our customer base.
- Ability to communicate well and to develop excellent professional relationships with a variety of stakeholders.
- Good commercial awareness and decision making skills with the ability to apply critical thinking.
- Excellent organisational skills and the ability to work under the pressure of deadlines.
- A good working knowledge of Microsoft Office and industry related operational systems.

In return, we offer:

- A base salary of between £35,000 and £40,000pa
- Bonus Scheme with additional earnings of up to £15,000pa
- 28 Days Holiday, rising to 30 after 2 years (incl public holidays)
- On Site Parking
- Pension Scheme
- Company Logo Clothing Provision

To apply for this role, please forward your CV to hr@uchlogistics.co.uk

HR/December 2022

