

## Business Development Manager

**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 transport services across the UK.

We are proud to have an unrivalled reputation in the Air Freight/Transport market and post-pandemic are enjoying record growth. In both 2019 and 2020, UCH Logistics was included in the London Stock Exchange's top 1000 fastest growing companies.

This role has unlimited potential for growth. As well as a base salary, there is the potential to earn up to £15k extra per year, in commission and bonus payments.

### Responsibilities:

- Identify new business opportunities and potential clients through market research and networking.
- Develop and maintain strong relationships with existing clients to ensure customer satisfaction and repeat business.
- Conduct sales presentations and negotiate contracts with potential clients.
- Collaborate with cross-functional teams to develop and implement effective sales strategies.
- Stay up-to-date with industry trends, competitors, and market conditions to identify potential business growth areas.
- Prepare sales reports and forecasts to track progress and identify areas for improvement.
- Attend industry events, conferences, and trade shows to promote the company's products and services.

### Requirements:

- Proven track record of success in business development or sales roles.
- Strong communication and interpersonal skills to build relationships with clients and internal teams.
- Excellent negotiation and presentation skills.
- Ability to work independently and as part of a team in a fast-paced environment.
- Ambitious and dynamic.
- A good understanding of business-related online social media platforms.
- Have excellent knowledge of the Logistics and Airfreight industry.
- Proficient in Microsoft Office Suite (Word, Excel, PowerPoint).
- Willingness to travel as required.
- Full UK driving Licence.



### More About The Role:

- Comprehensive training will be provided for a period of 3 - 6 months depending on industry and business development/sales experience including cold calling.
- A significant part of the role will be non-direct sales related, taking charge of the organisation's marketing requirements including social media platforms, website updates and specific advertising campaigns.
- Helping to drive growth of the new services by generating new leads with a determined and results-orientated attitude.
- An excellent opportunity for long-term career advancement

### Location and Hours:

- Colnbrook, near Heathrow/Slough
- Occasional nationwide travel to Customer sites
- Monday to Friday
- 9am - 6pm

### Perks:

- Fuel allowance
- Company car provided once probation period is complete
- Free onsite parking
- Bonus & Commission Scheme

If you are a motivated individual with a passion for driving business growth, we invite you to apply for the position of Business Development Manager. Join our dynamic team and contribute to our continued success!