



JOB APPLICATION

BUSINESS DEVELOPMENT MANAGER – FREIGHT FORWARDER

A home – based Business Development Manager is required for an International Freight Forwarder based in the United Kingdom.

All applicants must be eligible to work in the UK & EU.

This person will be engaged in the continuous development of European volume growth through their own network and combining effective commercial strategies. The successful candidate will have a proven track record in selling Road, Ocean & Airfreight services worldwide. Extensive field work is a pre-requisite of the role in order to incentivise customers to take advantage of the financial benefits that can be reaped from Pan European goods movements and to support the promotion and development of the European services offering direct support to Milestone's customers. Candidates will be experienced sales professionals, who are able to demonstrate a very high level of technical sales skills and have a substantial track record of personal sales success. Strong presentation skills and the ability to deliver are pre-requisites. The candidate must be from a Freight Forwarding background will be IT literate and possess a good knowledge of the freight forwarding and logistics industry along with strong communication skills to build strong working relationships; with the ability to identify commercial opportunities for all services in all key sectors. Working as part of a small team, the successful candidate will need to possess drive, tenacity and have a friendly, outgoing personality.

The day to day duties will also include managing freight forwarder agreements for deliveries and costing to ensure compliance with agreed specifications, time scales and rates.

It is expected that the successful candidate provides weekly reporting on their business activity and is able to resolve problems using their own initiative.

Please apply online to info@milestone-management.com for initial CV screening. Please note that due to the high level of response we are receiving we can only respond to those that are appropriate.



Milestone Management
& Forwarding Ltd.

Ingles Manor, Castle Hill Avenue,
Folkestone, Kent, CT20 2RD, UK
Phone: +44 (0) 203 368 6608
E-mail: info@milestone-management.com

