

## Business Development Manager - UK

C4 Logistics are an established, Europe-wide company, specialising in time critical transports and customs brokerage.

Due to expansion, we are looking for a new **Business Development Manager** to join our established sales team. You will be responsible for driving the acquisition of **European Road sales** by sourcing new regular and profitable road freight customers alongside increasing the profitability of existing accounts.

This is full sales cycle role, encompassing lead qualification, product demonstration and sale closure. The majority of your work with prospects will be done remotely, so it is essential that you are comfortable and confident on the telephone/Teams.

### Key Duties

- Locate, identify, develop and secure new business opportunities
- Identify and develop a personal prospect pipeline of sufficient quality and quantity
- Develop and understand the customer needs and how our solutions can work for them
- Manage and record sales activity and sales process through the CRM System
- On-board new clients
- Consistently grow the gross profit and achieve revenue targets

### Hours/Place of Work

- This role can be fully remote or hybrid/in person at our headquarters in Coventry (CV4)
- Hours of work are Monday - Friday, 08:00 - 17:00

### Our Required Skills and Experience

- We're looking for someone with a hunger to succeed: organised, proactive & energetic
- Proven experience working a business development role within logistics, supply chain management, or global freight forwarding industry
- An understanding of the importing and exporting requirements
- Self-driven to achieve targets
- A proven track record in selling transport services

### What C4 Will Offer To You

- Basic salary of £40,000 - £50,000 (negotiable based on experience)
- Uncapped commissions
- IT equipment provided
- Company bonus scheme
- 30 days holidays inclusive of bank and public holidays plus the option to purchase additional days.
- Pension Plan

## Apply Now!

Send your CV and contact details to [HR@c4logistics.com](mailto:HR@c4logistics.com)