

Who we are:

Middlegate Europe Limited is a modern, dynamic logistics company, with impressive eco - credentials, offering our clients a wide range of services with a personal touch. We are a family run business established in 1989, now a European market leader in transport and logistics. With offices in Zeebrugge, Kingston upon Hull, Liège and Luxembourg offering extensive warehousing and distribution facilities, serving all European destinations with daily short sea connections along with a number of deep sea services. Middlegate Europe is committed to providing excellent service with flexibility, speed and quality assured.

We are looking for a real go getter - an experienced Business Developer working from our Hull office. You will be responsible for gathering data through effective market research, analysing this data in order to target areas of interest and focus Customer Services in cold calling. Working closely with the National Sales Manager (NSM) you will further generate revenue through effective development, selling and management of potential and existing customers. Your post is key to focusing the activities of the NSM. You should also have highly developed customer facing skills and be excited by the prospect of gaining and managing new business. Our ideal candidate will be target driven with exceptional client interface, new business and commercial skills. If you are dynamic, driven and have a real hunger to succeed then apply for this post.

Main duties and responsibilities:

- Develop and implement an approach to secure new business prospects in the shortest time possible. Establish Prospects pipeline to support this approach and target them accordingly.
- Exploit all new opportunities from existing and potential customers (prospects) in identified areas of the country.
- Develop and implement a personal sales plan and call cycle that incorporates initiatives for identifying and gaining new business and maximizes growth of existing customers to achieve individual sales (volume and profitability) targets.
- Manage and keep up to date all customer-related information in the system so that it can be access by other Middlegate sales.
- Promote Middlegate Europe's brand image and values through excellent customer service and behaviour.
- Make appointments and arrange visits for the NSM.
- Achieve cold call targets as set by NSM and provide weekly feedback on results.

Additional Responsibilities:

- To generate new sales revenue and actively log all client profiles onto the system.
- To provide accurate and cost effective quotations to clients.
- Establish customer SLA's and ensure that pricing guidelines are always applied and profitability targets for customers are met. Ensure that customers' prices are reviewed on regular basis and whenever any discrepancy arises between actual and promised volumes a re-negotiation takes place.

- Monitor customer performance, loyalty and satisfaction to measure success, business fluctuation and possible business at risk. Take appropriate corrective action internally and/or with the customer.
- Manage customer complaints process.

Skills:

- Planning and organizing
- Relationship building
- Influencing
- Drive and initiative
- Numeric skills
- Computer literate
- Excellent communication skills – written and oral
- Analytical
- Commercial focus
- Highly self-motivated
- Presentation skills
- Proven track record in sales

Experience:

- Experience within the transport & logistics industry.
- Customer Relations experience.

Required Education:

- Advanced Level - Diploma

What we offer:

- Permanent position
- Pay: £22000 per annum