

Job Title : Business Development Executive - Logistics
Location : Basildon, Essex
Reports To : Director

Job Overview

We are seeking a dynamic and driven Business Development and Inside Sales Executive to join our logistics team. The ideal candidate will be responsible for identifying new business opportunities, handling inbound sales inquiries, and managing the entire sales process from cold calling to contract negotiation. This role is crucial in driving growth by expanding our customer base and ensuring long-term partnerships. Additionally, the candidate should possess the knowledge and ability to liaise effectively with suppliers, shipping lines, NVOCCs (Non-Vessel Operating Common Carriers), and carriers.

Key Responsibilities

1. Business Development:

- Identify and target potential clients through market research, networking, and cold calling.
- Develop and execute a strategic sales plan to achieve set targets and increase revenue.
- Build and maintain strong relationships with clients and key decision-makers.
- Attend industry events, conferences, and trade shows to promote the company's services.

2. Inside Sales:

- Respond promptly to inbound sales inquiries via email, phone, or online channels.
- Qualify leads and understand customer needs to propose suitable logistics solutions.
- Prepare and deliver proposals, presentations, and quotes to prospective clients.
- Follow up on leads to close deals and ensure smooth onboarding of new customers.

3. Tenders and Bidding:

- Identify and respond to tenders, RFPs, and RFQs in the logistics sector.
- Collaborate with internal teams (operations, finance, etc.) to prepare competitive pricing and solutions for tender submissions.
- Ensure all tender documentation is complete, accurate, and submitted within deadlines.

4. Client Relationship Management:

- Maintain strong relationships with existing clients to ensure repeat business and referrals.
- Act as a point of contact for client issues, resolving them promptly and professionally.
- Conduct regular client reviews to ensure high satisfaction levels and identify upselling opportunities.

5. Liaising with Suppliers, Shipping Lines, NVOCCs, and Carriers:

- Establish and maintain strong relationships with key logistics partners including suppliers, shipping lines, NVOCCs, and carriers.
- Negotiate competitive rates and terms with carriers and ensure the availability of transportation options to meet client demands.
- Monitor and coordinate with shipping lines and carriers to ensure timely and efficient movement of goods.
- Stay updated on changes in shipping regulations, carrier capacities, and market trends that may impact logistics operations.
- Resolve any issues related to shipments, delays, or disruptions in coordination with carriers and suppliers.

6. Sales Strategy and Reporting:

- Analyse market trends, customer needs, and competitor activities to refine sales strategies.
- Prepare regular reports on sales performance, lead generation, and market feedback.
- Collaborate with the marketing team to align business development strategies with campaigns and initiatives.

7. Cross-functional Collaboration:

- Work closely with the operations team to ensure smooth service delivery and client satisfaction.
- Provide feedback to the product development team on customer needs and market demands.
- Liaise with finance to ensure all contracts and agreements align with company policies.

Qualifications & Skills:

- Bachelor's degree (Preferential) in Business, Sales, Marketing, Logistics, or a related field.
 - Proven experience (3+ years) in business development, inside sales, or logistics sales.
 - Strong understanding of logistics, supply chain management, and transportation solutions.
 - Experience liaising with suppliers, shipping lines, NVOCCs, and carriers, including negotiating terms, rates, and troubleshooting issues.
 - Familiarity with shipping processes, documentation, and regulatory requirements.
 - Exceptional communication, negotiation, and presentation skills.
 - Proficient in CRM software and MS Office (Word, Excel, PowerPoint).
 - Ability to work independently and in a team, with a high degree of initiative and self-motivation.
 - Strong analytical and problem-solving skills.
 - Excellent organizational skills with attention to detail.
 - Ability to thrive in a fast-paced, target-driven environment.
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Key Competencies:

- **Sales-Oriented:** Proven track record in meeting or exceeding sales targets.
 - **Customer-Centric:** Ability to understand client needs and build long-term relationships.
 - **Resilient:** Able to handle rejection and maintain persistence with cold calls and sales pursuits.
 - **Supplier Management:** Strong skills in managing relationships with logistics partners, negotiating rates, and securing optimal shipping terms.
 - **Team Player:** Work collaboratively with cross-functional teams to achieve common goals.
 - **Time Management:** Efficiently manage multiple tasks and prioritize to meet deadlines.
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Salary: Competitive base salary + commission and benefits package.

Application Process:

To apply, please send your CV and a cover letter to sertacyilmaz@arcatrade.co.uk with the subject "Business Development Executive – UK Application."

About Us

Arca Trade Group is a niche provider of logistics and supply chain solutions. With a focus on delivering reliable and cost-effective transportation services, we serve a wide range of industries, ensuring timely delivery and exceptional customer service. Join our team and help us move the world forward.