



Business Development Manager

Deck Courier are a reputable provider of integrated same day delivery and next day delivery service of the highest quality.

As a result of expansion of our operations we are seeking an experienced Business Development Manager to build up a new client base for the company and expand our business. The role will entail 80% new business development and 20% account management. The post will be based in Swindon.

Reporting to the Managing Director you will be responsible for selling same day delivery and next day delivery service to commercial, corporate and individuals that utilizes this services.

The candidate we are looking for must have experience of selling same day delivery and next day delivery services and have a proven track record in business development with an ability to achieve and exceed set business targets.

Main duties:-

- Responsible and targeted on booking and attending new business meetings
- Responsible for maintaining and developing existing and new business UK wide
- Cold calling and business development calls
- Knowledge of Courier services such as UK same day, UK overnight and International deliveries

To apply for this position you must answer yes to the following questions:-

1. Do you have previous experience selling domestic courier services including same day and overnight as well as knowledge in international courier services?
2. Do you have Proven B2B sales and account management experience?
3. Do you have proven sales and business development experience gained within the UK?

All applicants must be eligible to work in the EU.

The Package

For this Business Development Manager role you will be rewarded with a basic salary of £17,000 - £22,000, negotiable based on previous experience, with a generous, uncapped commission structure bringing OTE to around £31,000. Benefits include, car/car allowance, laptop and phone.

Should your application for the position of Business Development Manager be successful, you will be contacted within 72 hours. Please send your CV to samedayspecialist@deckcourier.com