Job Description: Sales Director

JOB TITLE Sales Director

LOCATION Warrington

HOURS 37.5 hours, Monday - Friday

REPORTS TO TBC

KEY ACCOUNTABILITIES

Lead the sales team to achieve new business targets and expand the Warrington Branch's customer base. Maximize client wallet share and profitability through collaboration on UK ocean products and promoting multi-channel offerings. Build strong global partnerships and deliver performance reports to the UK Board.

KEY CONTACTS

Customers
Strategic Partners
Warrington Inside Sales Team
Other internal stakeholders

SKILLS

Strong leadership and team management abilities.

Proficient in financial management and reporting.

Strategic thinker with a hands-on, can-do mindset.

Excellent understanding of international and domestic freight operations.

Familiarity with IT systems, especially CRM tools like Salesforce.

Effective communication and collaboration across diverse cultures.

QUALIFICATIONS AND EXPERIENCE

At least 5 years of sales experience, with a minimum of 2 years in a senior sales position.
Proven track record in business growth, particularly in Freight Forwarding and Supply Chain.
Experience in business strategy, financial management, and operations.
Relevant industry qualifications, management degrees, or certifications.
Demonstrated success in growing a business unit with quantifiable results.
Clear understanding of operational responsibilities, including OH&S compliance.

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YOUR TASKS AND RESPONSIBILITIES:

- Manage and steer the inside sales team to deliver their new business targets
- Deliver agreed new business targets for the LHR branch
- Understand SEKO's multi-channel product offering to clients to include E-commerce fulfilment, Cross border, air, ocean and trailer services
- Ensure our CRM, Salesforce is kept up to-date of all new accounts and opportunities
- Work with the Branch Heads, tender and sales teams to grow the UK ocean product and profitability
- Review the existing client base and increase wallet share where possible
- Have a key focus on delivering more export volumes as part of our global procurement strategy.
- Build a strong relationship with our global sales teams in our key markets – Key relationships needed in GCA and USA
- Publish and distribute service schedules for our groupage products
- Produce key performance reports covering the Warrington sales teams to the UK Board
- At a minimum, follow Seko Global Logistics environmental policies and carbon reduction efforts. Where possible, implement strategies to further advance Seko UK&I's efforts to reduce carbon emissions and waste.
- Other tasks as and when required.
- When on-site at Seko, supplier or customer premises, comply, encourage and assist the implementation of all safe work practices and procedures required by OHS regulations as requested or required by Seko suppliers and/or customers.

I understand and agree with the above job description.

Date: _____

Name: _____

Signature: _____

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