

JOIN OUR TEAM AS A

# ROUTE DEVELOPMENT EXECUTIVE



Be the driving force of our growth and success

If you are a motivated individual with a passion for driving business growth, we want to hear from you! Apply now to join our dynamic team as a Route Development Executive.

# Route Development Exec

**GCL Logistics** is a privately owned International Freight Forwarder, we operate as part of a global logistics network of independent agents moving UK cargo predominantly to and from China and the USA. We provide tailored logistics solutions to a wide range of customers both in the UK and overseas. The successful candidate will possess outstanding sales, communication and organisational skills.

**Duties:** Identify and develop new business opportunities through networking and other lead generation strategies, Build and maintain strong personal relationships with current and potential agents worldwide, understanding their needs and providing tailored solutions. Develop trade lanes, routes & key services. Conduct market research to identify trends, competitors, and potential target markets. Collaborate closely with the UK sales team and attend joint sales meetings. Prepare and deliver presentations and proposals to key decision-makers. Negotiate supplier prices in order to close deals. Provide regular updates on sales activities, pipeline, and forecasts

**Qualifications:** Self-motivated with a results-driven mindset, Excellent communication and interpersonal skills, Proven track record of success in business , Development or sales roles, Ability to build rapport and establish long-term relationships, Strong knowledge of CRM software, Ability to work independently as well as collaboratively in a team environment, Strong analytical and problem-solving skills

**Job Type:** Full-time

**Salary:** on application

**Benefits:** Travel, Free parking, Referral programme, Sick pay

**Schedule:** Monday to Friday

**Location:** Hounslow: reliably commute or plan to relocate before starting work (required)

**Experience:** UK Freight Forwarding: 1 year (required)

**Licence/Certification:** Driving Licence (preferred)