



JOIN OUR TEAM AS A

# SALES SUPPORT EXECUTIVE



Be the driving force of our growth and success

If you're a driven and enthusiastic professional who thrives on fueling business expansion, we're eager to connect with you! Take the next step and apply today to become a key part of our dynamic team in the role of Sale Support Executive.

# Sales Support Executive

GCL Logistics is a leading player in the world of international logistics, and we're on the lookout for a Sales Support Executive to join our team located at Heathrow, we are a part of a global logistics network, providing tailored solutions to a diverse clientele in the UK and overseas.

**The Role:** As a Sales Support Executive with GCL Logistics, you'll be at the forefront of our sales operations, contributing to the success of our global logistics network. Your responsibilities will include supporting the sales team, managing our CRM database, preparing and distributing quotes, supporting sales tenders, and maximising opportunities for growth.

## **Key Responsibilities:**

- **CRM Database Management:** Utilise your CRM expertise to build leads & contacts, update customer information, ensuring a streamlined and efficient system.
- **Prepare & Distribute Quotes:** Play a crucial role in the sales process by preparing and distributing accurate quotes to potential and existing clients.
- **Support Preparation of Sales Tenders:** Assist in the preparation of sales tenders, showcasing your attention to detail and commitment to quality.
- **Follow-Up Calls:** Engage with clients through follow-up calls, providing exceptional customer service and addressing any inquiries.
- **Courtesy Calls:** Build and maintain positive relationships with clients through regular courtesy calls, fostering a connection that sets us apart.
- **Improve Win Rate:** Analyze sales data to identify areas for improvement and implement strategies to enhance our win rate.
- **Maximize Opportunities:** Proactively seek and capitalize on opportunities to expand our market presence and increase sales.
- **Email Marketing:** Contribute to email marketing campaigns, showcasing our products/services to a wider audience.
- **Rate Management:** negotiate & maintain freight rates, haulage tariffs, spot quotes for services,

# Sales Support Executive

**Who Should Apply:** We're seeking an enthusiastic, proactive, and responsible individual who values collaboration, efficiency, and superior customer service. If you're ready to take ownership of tasks and shape the future of sales support in the logistics industry, apply today!

**Job Type:** Full-time | **Salary:** On application

## Benefits:

- Remote / Flexible working option
- Bonuses
- Free Parking
- Referral Programme
- Sick Pay

**Schedule:** Monday to Friday

**Location:** Heathrow

(Must reliably commute or plan to relocate before starting work)

## Qualifications:

- 2x A-Level Pass (or equivalent)

## Experience:

- 1 Year Sales Experience (Quote & Negotiation) - Required
- CRM Experience - Necessary
- Freight/Logistics Experience - Desirable
- Marketing Experience - Ideal

If you're ready to be a part of a dynamic team in the logistics industry, send your CV to [recruitment@gcllog.com](mailto:recruitment@gcllog.com) today!