



## JOB DESCRIPTION - BUSINESS DEVELOPMENT MANAGER

**Job title:** Business Development Manager

**Department:** Sales and Marketing

**Location:** Home office/Madrid

**Hours:** 8-hours Monday-Friday and to meet business needs

**Main purpose of job:** To develop and win new business by selling premium road and air services to customers in various industry sectors (automotive, machinery, high-tech/electronics, agriculture, aviation, etc.) and implement the Group Sales and Marketing Strategy. To manage and develop key accounts.

**Responsible to (manager/post):** Group Sales & Marketing Director/General Manager  
**Responsible for (staff/jobs):** None

### Key job responsibilities

- Develop new premium freight business in Spain
- Spend a minimum of three and a half days per week visiting customers and use the other days making appointments, liaising with the logistics team, completing administration and system updates
- Support the logistics teams in Madrid with pricing input and guidelines (together with team leader)
- Ensure a professional implementation of new business/new customers
- Prepare and present presentations using the Priority Freight toolkit
- Prepare and respond to customer tenders where required, working in unison with the local logistics team to ensure rates offered are profitable
- Use Priority Freight's CRM system to capture all information about the customer win process and ensure all fields are accurately and fully updated
- Ensure existing and prospect customers are contacted within the timescales laid out in the CRM playbook and that the next activity on any account is always planned and updated in the CRM system
- Win one in three tenders
- Where necessary, and with reasonable notice, be available to visit networking events and log any leads into your CRM portfolio
- Claims and complaint handling (sales)

## Competencies required to do the job

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- Able to plan and organise your day
- Proven track record of sales success
- Time management
- Excellent communication skills
- Self-motivation
- Able to influence people at all levels
- Dutch/French speaking is an advantage

## Technical job-related skills

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- Microsoft Office
- Salesforce

## Key performance indicators

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- Turnover of new/existing customers
- Number of new customers
- Turnover per industry sector
- Gross profit (€ and %)
- Number of RFQs won
- Number of offers
- Number of calls/visits

## Join the team

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Apply now, [send your CV](#) to us today!

Thank you for considering Priority Freight as an employer and we look forward to hearing from you.

## About Priority Freight

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Priority Freight is an award-winning leading provider of time-critical logistics solutions, where speed and flexibility come as standard. As a strategic partner for clients, the company's mission is to provide expedited logistics solutions on behalf of major global manufacturers and their suppliers - often in emergency and crisis scenarios. Priority Freight's logistics staff truly are experts in their field; tailoring to the needs of each client. Their reaction time to customer orders is among the quickest in the industry, in under 15 minutes.

With teams operating from several strategically-located offices across Europe; these logistics specialists are constantly under pressure. Utilising a global network of strategically located partner companies, they plan routes and co-load shipments to provide the most rapid, cost-efficient and reliable solutions, whilst minimising the company's carbon footprint. The combination of their experience and state-of-the-art technology means 99.6% of Priority Freight deliveries are completed on-time.

Priority Freight's logistics teams provide this operational support to its clients regularly, with the ability to organise anything, anywhere – in the most extreme conditions. It is their dedication to beating deadlines and exceeding expectations that has made the company the expedited logistics provider of choice.