



**QUALITY vs QUANTITY**  
How do we achieve a top-quality service?

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| <p><b>UNDERSTANDING</b><br/>We start by listening very carefully to you</p> <p><b>INSIGHT</b><br/>We use extensive knowledge of the freight industry to meet your requirements</p> <p><b>EXPERIENCE</b><br/>We understand the essential background and experience required</p> | <p><b>STRATEGY</b><br/>We work closely with you to achieve the best result</p> <p><b>PRECISION</b><br/>We are extremely thorough in our approach every step of the way</p> <p><b>CONNECTIONS</b><br/>We have key relationships with senior-level freight professionals</p> |
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**GEARING UP FOR GROWTH**

Freight Executives has experienced strong levels of success since its inception just two months ago. We have recently employed two new recruitment consultants, both of whom have a very strong sales background and will be integral to the next wave of success within the company.

By the end of 2015 the company's aim is to employ two more strong consultants, finishing the year with a team of six.

Our plan over the next twelve months is to break into new countries, concentrating our efforts within the United Kingdom, Ireland, USA and Europe in sales, operations and senior appointments.

Freight Executives is a leading senior appointments and sales executive search company which specialises in the freight forwarding and energy marketplaces. We have a firm belief that the quality of our candidates should stand far above the quantity of candidates we take on. We pride ourselves in working with the absolute best in the industry.

**Get in touch**

If you feel that we are able to help you recruit a key member of staff or if you are interested in discussing your own career aspirations, please do not hesitate to get in touch. We have a strong social media presence and we can also be contacted confidentially via telephone on 01454 275934 and email at [info@freightexecutives.com](mailto:info@freightexecutives.com).



**SENIOR APPOINTMENTS**

**SALES DIRECTOR (AIR & OCEAN)**

**Salary:** £50,000-£100,000  
+ Bonuses + car

**Location:** South East or North West

A medium-sized freight forwarder with eight offices globally are looking for a Sales Manager to manage their experienced sales team over three UK sites.

The company employs over a hundred people in the UK and deals predominantly with air and sea general freight.

**Experience:**

- Experience of managing a team of sales people
- Profit and loss experience
- Very strong experience and knowledge of the air and ocean freight industry
- Experience in dealing with the Far East is preferable
- Ability to create a strong culture
- Presentation of complex supply chain solutions at board level

**HIGH-TECH VERTICAL BUSINESS DEVELOPMENT MANAGER**

**Salary:** £35,000-£70,000  
+ commission, car/allowance and a good package

**Location:** Anywhere in the UK

This role may lead to a position in management of the high-tech vertical within one year.

A large, top-15 freight forwarder is looking for an over-achieving sales person to join as a new business sales professional.

Brand new high tech / technology vertical for the company, so you would be tasked with growing it and building a strong commercial team beneath you. The company has started new verticals twice in the last two years, and now have four people working within each vertical.

- Good experience of selling air and ocean freight
- Experience of the tech freight sector
- Success in face-to-face sales

**CANDIDATES**

**SALES DIRECTOR (AIR & OCEAN)**

**Salary:** £75,000  
**Location:** South East

- Over fifteen years' experience of sales, and managing teams within the freight forwarding industry
- Proven track record of sales results
- Experience of creating a sales structure and working with Senior Directors on strategy
- Full P&L experience

**EUROPEAN ROAD FREIGHT SALES EXECUTIVE**

**Salary:** £46,000 + commission + car  
**Location:** North West and North East

- Worked for two companies in 20 years
- Strong groupage and full loads
- Over-achiever, looking after more than £500,000 profit
- Dealing with all verticals throughout Europe
- Strong experience of freight new business

**OCEAN IMPORT MANAGER / BRANCH MANAGER**

**Salary:** £45,000  
**Location:** Ipswich/Felixstowe

- A very stable and experienced Manager with strong experience in the import freight market
- Retail, technology, furniture, sports and general freight experience in Asia westbound / Far East trade lanes
- Managing over forty staff, including three managers

**PHARMACEUTICAL KEY ACCOUNT MANAGER**

**Salary:** £85,000  
**Location:** South East

- A stable, high-level, strategic Key Account Manager in the pharmaceutical industry
- Last six years spent specialising in pharmaceuticals
- Movement via all modes
- First point of contact globally
- Keen eye for large-scale P&L