



**FUTURE
FORWARDING**
DELIVERING QUALITY WORLDWIDE

Future Forwarding Farnborough Ltd
1F10 First Floor, Abbey House
282 Farnborough Road, Farnborough
GU14 7NA

Tel: +44 (0) 7483 552 720
Web: futureforwarding.com

JOB DESCRIPTION – Business Development Manager

The role will primarily be customer facing, and you will be responsible for bringing on new business from new and existing accounts. A problem solver, who enjoys communicating with clients to ensure our best-in-class customer service is maintained. Your experience should include all aspects of international freight.

Responsibilities

- Manage a portfolio of accounts; understanding client needs and providing solutions to retain and grow the business
- Prepare and follow up on quotations and contracts, ensuring existing rates are up to date
- Actively plan and co-ordinate your sales strategy, ensuring regular contact is maintained with clients
- Follow up and develop client relationships
- Establish a strong internal network and engage with stakeholders to ensure service excellence
- Gather and document information about the customer; Pipeline Management, updating relevant information into CRM system
- Contribute to health, safety, and hygiene standards



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LOCATION

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Farnborough
First Floor, Abbey House
282, Farnborough Road
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GU14 7NA
+44 7483 552720

info@ukffcl.com

SKILLS REQUIRED

- Strong commercial focus and business acumen
- Superb customer Service skills
- Excellent interpersonal, teamwork, collaborative, communication and influencing skills
- Proactive time management and forward planning, with strong administration skills
- Experience of managing pipelines and existing customer portfolio's

CONTRACTED HOURS

08.30 am – 05.00 pm
With a degree of flexibility

Full Time, Mon - Fri
Permanent

BENEFITS

- Competitive Salary
- Company Car or Allowance
- Incentive Plan
- 25 Days Holiday, + Bank Holidays
- Contributory Pension Plan
- Professional Growth
- A Friendly Team

Our commitment to relationships reaps benefits for both our clients and our employees; those who work at Future Forwarding do meaningful, quality work in an environment that values clear communication and a big-table spirit of collaboration. If you are looking to move your career in Forwarding into the Future, we'd love to hear from you.

Reach out or submit your resume today and let's talk about joining Future Forwarding.