

Sales Account Manager - Logistics

Location:	Nationwide: London, Essex, Liverpool, Birmingham, Manchester, Leeds
Job Type:	Full-time
Department:	Sales
Reports to:	Directorship

About Us

Nazerali Logistics is on a journey to make logistics services better for all involved.

Unlike many of its competitors, the organisation is passionate about building strong relationships with clients through contributing to their achievement of goals and objectives.

As your employer continues to grow, they are looking for dynamic, results-driven Sales Account Managers to join our team and play a key role in delivering exceptional service to new clients.

Job Summary

The **Sales Account Manager** will be responsible for identifying new business opportunities, supporting key accounts, and expanding our customer base in the logistics industry. The ideal candidate will have a proven track record in B2B sales, strong negotiation skills, and a deep understanding of logistics and supply chain solutions

What we offer

- High performance rewards and commission structure.
- Opportunities for career growth in a fast-growing company.
- Comprehensive benefits package upon passing probation (health, wellbeing, dental, etc.).
- Supportive and collaborative work environment.
- Training and professional development opportunities.

Who we are looking for

- **Experience:** 3+ years in B2B sales, business development, relationship management or a related field, preferably in logistics, freight forwarding, or supply chain management.
- **Proven Sales Record:** Demonstrated success in meeting/exceeding sales targets.
- **Industry Knowledge:** Strong understanding of logistics services (road, air, sea freight, warehousing, 3PL).
- **Communication Skills:** Excellent negotiation, presentation, and relationship-building skills.
- **Self-Motivated:** Ability to work independently and as part of a team.
- **Technical Proficiency:** Familiarity with CRM software (e.g., Salesforce) and Microsoft Office Suite.
- **Education:** Bachelor's degree in Business, Supply Chain Management or Logistics preferable.

What you will be doing

- Identify and pursue new sales opportunities within target industries.
- Build and maintain strong, long-term relationships with key clients.
- Understand customer needs and propose tailored logistics solutions.
- Develop and execute strategic sales plans to meet and exceed revenue targets.
- Collaborate with operations and customer service teams to ensure seamless service delivery.
- Stay updated on industry trends, competitor activities, and market conditions.
- Prepare and present sales proposals, contracts, and pricing agreements.
- Attend industry events, trade shows, and networking functions to generate leads.
- Provide regular sales reports and forecasts to management.

How to Apply

Interested candidates should submit their CV and an introduction via email outlining their most recent/relevant experience to **info@nazeralilogistics.org** with the subject line **'Account Manager Application – [Your Name].'**

Nazerali Logistics celebrate diversity and are committed to creating equitable opportunities, and an inclusive environment for all employees, whilst taking into consideration their protected characteristics.

Nationality requirements

This job is broadly open to the following groups:

- UK nationals

Reasonable adjustments

If you require any additional assistance with your application, could you kindly

If a person with disabilities is put at a substantial disadvantage compared to a non-disabled person, we have a duty to make reasonable changes to our processes.

If you need a change to be made so that you can make your application, you should:

Email us to schedule a call as soon as possible before the closing date to discuss your needs.

Kindly notify us in writing of what changes or help you might need further on in the recruitment process. For instance, you may need wheelchair access at interview, or if you're deaf, a Language Service Professional.