

Graduate Internship: Sales Account Executive - Logistics

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

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 Executives and Managers to join our team and play a key role in delivering exceptional service to new clients.

Job Summary

The **Sales Account Executive** 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 willingness to; work in B2B sales, develop their negotiation skills, and have an interest in 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 & willingness to learn:** Preferably having prior work experience in either sales, business development, relationship management or a related field
- **Resilience:** Confidence and resilience in the face of rejection, in working to meet and exceed sales targets
- **Communication Skills:** 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:** Able to read and write English. Bilingualism is a positive if possessed by the right candidate. If bachelor's degree held – preferably but not necessarily in Business, Supply Chain Management or Logistics.

What you will be doing

- Identifying and pursuing new sales opportunities within target industries
- Support strong, long-term relationships with key clients
- Collaborate with operations and customer service teams to ensure seamless service delivery from client onboarding to handover
- Ad-hoc administration, supporting regular sales reporting and forecasts to management
- Understand customer needs and work with logistics team(s) and consultant(s) to propose tailored solutions
- Work with managers to contribute to delivery of strategic sales plans to meet and exceed revenue targets
- Stay updated on industry trends, competitor activities, and market conditions
- Support/shadow the preparation and presentation of sales proposals, contracts, and pricing agreements
- Attend industry events, trade shows, and networking functions to generate leads

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 Executive 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.