

Position Description

Position Title	Sales Director - Warrington
Reports To	Darren Carpenter
Key External Relationships	Customers, Strategic Partners
Key Internal Relationships	Managing the Warrington Inside sales resources and internal stakeholders
Location	Warrington area
Tools of Trade	Computer (laptop) and phone

COMPANY OVERVIEW AND EXPECTATIONS

Seko Logistics is a multinational freight forwarder based out of Chicago, USA. Seko has experienced recent growth of revenue and profits through a strategic focus on “value added freight forwarding” and acquisitions. As a result, they have recently been acquired by a private equity firm who have significant growth aspirations through both organic and acquisitive strategies.

Seko UK&I has experienced significant growth across all core services – value added freight forwarding, UK and International fulfilment and cross border parcel delivery.

PURPOSE OF THE ROLE

The key purpose of the Sales Director role is to build on the current infrastructure, products and clients to grow our Warrington Branches Freight Forwarding and Supply Chain customer base.

The role requires a broad range of understanding of international and domestic freight operations, IT systems, the eCommerce and retail industry, business strategy and financial management. It will be a necessity that the role can work collaboratively with a range of individuals to grow the business within the UK&I business and across multiple Seko global partners and agents with people of different cultures and backgrounds.

It is expected that the individual will be a leader of people and will be capable of extracting the best possible results out of staff.

As part of a global company, it is expected that international travel will occur from time-to-time.

PRIMARY RESPONSIBILITIES & ACCOUNTIBILITIES		
KEY RESULT AREAS	SPECIFIC RESPONSIBILITIES	PERFORMANCE INDICATORS
Summary	<ul style="list-style-type: none"> • Manage and steer the inside sales team to deliver their new business targets • Deliver agreed new business targets for the Warrington branch • Understand SEKO's multi-channel product offering to clients to include E-commerce fulfilment, Cross border, air, ocean and trailer services • Ensure our CRM, Salesforce is kept up to-date of all new accounts and opportunities • Work with the Branch Heads, tender and sales teams to grow the UK ocean product and profitability • Review the existing client base and increase wallet share where possible • Have a key focus on delivering more export volumes as part of our global procurement strategy. • Build a strong relationship with our global sales teams in our key markets – Key relationships needed in GCA and USA • Publish and distribute service schedules for our groupage products • Produce key performance reports covering the Warrington sales teams to the UK Board • At a minimum, follow Seko Global Logistics environmental policies and carbon reduction efforts. Where possible, implement strategies to further advance Seko UK&I's efforts to reduce carbon emissions and waste. • Other tasks as and when required. 	<ol style="list-style-type: none"> 1. Financial results of the new sales against the budget targets set by the board. 2. Increase wallet share of existing business 3. Produce key performance reporting for the UK board
Safety	<ul style="list-style-type: none"> • When on-site at Seko, supplier or customer premises, comply, encourage and assist the implementation of all safe work practices and procedures required by OHS regulations as requested or required by Seko suppliers and/or customers. 	<ul style="list-style-type: none"> • Compliance with all OH&S policies and processes. • Incidents/near misses reported in accordance with Seko, customer or supplier company OH&S procedures. • Successful completion of all supplier & customer OH&S training and inductions as required.

KNOWLEDGE, SKILLS AND EXPERIENCE

- At least 5 years' sales experience with at least 2 in a senior sales position
- Exposure to various business roles including business strategy, business management, business development, account management, financials, and operations.
- Understanding of financial management reporting.
- Qualifications – applicable industry/leadership experience with management degrees, diplomas or certifications looked upon favourably.
- Clear understanding and acceptance of operational responsibility to OH&S.
- Experience with growing a company or a business unit with clearly quantifiable results.
- Can-do, hands-on mindset with the ability to work autonomously as required.
- Must possess a growth mindset.