



The ZMOVE board are seeking a dynamic, experienced commercial manager ideally with experience in a scale-up business, to significantly contribute to the expansion of our Newcastle-based low carbon business into new UK urban centres.

ZMOVE operates in the dynamic and rapidly changing 'last mile' logistics arena. Having recently secured investment, the business can now embark on an ambitious and exciting growth plan from its base in the north-east.

Commercial Manager

This key role will establish, iterate and deliver ZMOVE's plans for revenue growth, identifying and developing new commercial opportunities in our target markets with both existing customers and new prospects at scale.

Responsibilities:

- Develop and implement a dynamic commercial strategy that is capable of delivering significant revenue growth across multi site locations in the B2B healthcare, retail and parcel sectors.
- Take responsibility for achieving revenue targets to generate profitable growth, with qualified opportunities that fit the company commercial focus.
- Attend networking events and build industry contacts to in order to facilitate business growth and brand development
- Create lasting relationships with customers and prospects based on value alignment, trust and respect.
- Develop and maintain a seamless engagement model to maximise client retention and capture customer feedback
- Recruit and lead a sales team as ZMOVE scales at pace (2023 onwards).

Essential previous experience/skills

- Proven success in a sales or business development role ideally within the Logistics sector and / or with previous experience of generating revenue growth from our target markets
- Proven relationship builder with ability to develop relationships and trust quickly at all organisational levels
- Experience of developing commercial and customer retention strategies.
- IT literate across a range of presentational software packages

Personal competencies / qualities

- Passionate about the low carbon agenda and ESG values
- Excellent communication skills both written and oral
- Highly numerate
- Ability to thrive in a dynamic, fluid, high growth environment
- A problem solver with a positive attitude that can work collaboratively
- Ability to think strategically while maintaining attention to detail
- Results orientated
- Advanced negotiation skills

Reward package

£34,595 annual gross salary, with contributory pension and performance related incentives. 25 days annual leave (excluding public holidays).

Application process

Please share a CV and covering letter outlining your fit with this role with director Nick Mason, nick@zmove.uk by 5pm on Wednesday 9th February. Interviews are currently programmed for Friday 18th February.