



The ZMOVE board are seeking a dynamic, experienced professional, ideally with experience in a scale-up business, to lead 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.

Managing Director

This vital role will lead and drive our business, managing a growing team with strong ethical values, while maintaining clear operational and financial control.

Responsibilities

- Leading the company into a growth and expansion phase, establishing operational hubs in at least two new UK cities during 2022 and preparing the business for more significant expansion in 2023 and beyond.
- Recruiting, motivating and supporting a team to reliably manage operations and build our client portfolio.
- Stay current with market developments, identifying future trends and positioning the business to successfully exploit them working with the Board.
- Understand, work with and possibly help to develop e-commerce
- Establishing, tracking and delivering improved business performance across a range of KPIs (customers, staff, financial, environmental)
- Maintaining close operational control of company financing during scale-up work, ensuring new hub budgets are closely monitored and delivered on.
- Overseeing commercial performance, providing strategic guidance and support to the Commercial Manager.
- Setting company budgets and forecasts with support from the finance director.
- Reporting regularly to the board and key investors.
- Maintaining our high ethical standards in how we operate including care for our colleagues, suppliers, customers and the environment

Essential previous experience/skills

- Demonstrable track record of KPI delivery.
- Experience of change management processes (hub establishment/restructuring).
- An evidencable commitment to high environmental standards and/or a low carbon future.
- Experience of managing a dispersed multi-site staff team.

- Competent to analyse data from a range of third party IT systems to inform and improve business performance.
- Some experience in the logistics sector would be advantageous but not essential.
- Thorough understanding of UK ecommerce trends and processes.

Personal competencies/qualities

- Passionate about the low carbon agenda and ESG values
- Excellent communication skills both written and oral
- Highly numerate with an analytical approach
- 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
- Growth mindset

Reward package

£44,500 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.