

KC GROUP SHIPPING LIMITED JOB DESCRIPTION

Job Title	Inside Sales/Pricing Executive
Responsible to	Head of Sales
Location	Glasgow
Department	KC Commercial

About KC Group Shipping

KC Group Shipping is a respected and trusted name within the global logistics sector. For over thirty-five years, customers globally have trusted us to plan and manage every aspect of their consignment shipping across road, rail, sea and air. Our dedicated people are at the core of our success, and we are continuously committed to customer and service excellence. Joining the KC Group Shipping team provides an opportunity to shape our future and develop your career. Our company culture nurtures talent through support from managers and colleagues and focuses on personal and industry learning and development.

We have an exciting opportunity for a suitable individual to join our company and sales team in an Inside Sales/Pricing Executive position.

Learn more about the opportunity, role and advantages of a career at KC Group Shipping below.

Main Function

Our Inside Sales/Pricing Executive position provides an excellent opportunity to join our growing company and expanding sales team. In this role, you will be instrumental in managing and enhancing our pricing strategies, ensuring competitive and accurate quotations for our clients.

Duties

- Developing and executing structured sales strategies to meet our company objectives and agreed sales targets.
- To identify new sales opportunities through prospecting, lead generation, and market research.
- Build and maintain strong relationships with clients by providing exceptional customer service.
- Negotiate and close contract agreements with potential customers to increase revenue.
- Manage and maintain accurate records of sales activities and customer interactions in our CRM software.
- Collaborate with cross-functional teams, including marketing and product development, ensuring effective customer relationships.

- The role requires awareness of industry and customer sector trends to ensure we are reactive and proactive to changing market environments and opportunities.
- Provide feedback and report on sales performance, market trends, and customer needs to the sales management team.
- Participate in sales training and personal development programs to enhance skills and knowledge.

Key Performance Indicators (KPIs)

- Achievement of monthly and quarterly sales targets.
- Accuracy and timeliness of pricing quotations.
- Client satisfaction and retention rates.
- Quote conversion
- Efficiency in managing the sales pipeline and CRM updates.

What You Can Expect

- A competitive salary reflective of experience
- A Comprehensive Benefits Package, including a company pension scheme, private medical insurance for you and your family, a cycle-to-work scheme, and many more soft benefits.
- Thirty-four days of paid holiday per year, plus your birthday off—because no one wants to work on their birthday.

Our Culture

At KC Group Shipping, we live by our values. Our 'BeKC' initiative embodies our

commitment to team well-being, support and continuous people development. We believe in investing in our people to continue our growth journey—together.

Join Us

We'd love to hear from you if you're ready to be part of a dedicated, passionate, and ambitious team that values creativity and collaboration.

To apply, please send your CV to careers@kcshipping.co.uk.