



Business Unit Director – Distribution

Package to £75k including bonus & executive benefits | M5 Corridor – South West

Gregory Distribution is a long established, privately owned and profitable Group who have successfully grown in dimension and complexity to an annual turnover of £100 million. With a reputation for consistent levels of service, performance and quality, we provide customised distribution solutions to an impressive array of blue chip business customers throughout the UK.

An exciting opportunity has been created for a Business Unit Director to join our innovative and experienced executive team. As a key member of the senior team, you will have accountability for the distribution division of the Group, which encompasses four sites in the region and includes our recently-acquired Kay Transport business. Managing the profitability of the business unit, you will promote business retention and organic growth by maintaining and developing existing customer relationships which include significant contracts, and ensure that consistently high service levels are met. You will also ensure that the company is represented with both direct and pallet network partners, with operational and commercial performance and inter-member relationships maintained at the highest level.

We are looking for an entrepreneurial individual with a strong operational background, a demonstrable track record of success gained at a senior level in the transport/distribution sector, and an in-depth knowledge of shared user transport. Versatility is required to succeed in our rapidly changing, competitive marketplace and the ability to autonomously make fast, significant decisions in many areas of operational and customer management is essential. You must also be commercially astute with well-honed negotiation skills and experience of managing large customer accounts.

A motivational leader with an empowering management style, you will have a firm grasp of industrial relations issues and the proven ability to coordinate multi-disciplined, multi-site teams. This is an outstanding opportunity to secure a high-profile role that offers the very real prospect of career development with a forward thinking, dynamic and prosperous company.

For a confidential discussion and further information about the role, please contact Tracey Thomas at Grievess Pryce Executive Resourcing on 0177 3101372 or email your CV and a covering letter stating your current notice period and full remuneration package to tthomas@gpexec.co.uk



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EXECUTIVE RESOURCING

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