



## PR/118526 | Country Director UK, Logistics & Freight Forwarding Industry

### Job Information

**Recruiter**

JAC Recruitment UK

**Job ID**

1585853

**Industry**

Logistics, Storage

**Job Type**

Permanent Full-time

**Location**

United Kingdom

**Salary**

Negotiable, based on experience

**Refreshed**

May 19th, 2026 07:00

### General Requirements

**Minimum Experience Level**

Over 10 years

**Career Level**

Mid Career

**Minimum English Level**

Fluent

**Minimum Japanese Level**

None

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

Title

Country Director, Freight Forwarding & Logistics Industry

Salary

Around GBP 100K

## Job profile

The Business driven Country Director UK is responsible for leading and transforming the UK entity (~25 FTE) into a stable, high-performing and profitable organization.

The role focuses on driving operational excellence, strengthening financial control and building a performance-driven culture, while leveraging existing commercial capabilities and developing the business with all stakeholders.

This is a hands-on leadership role with a clear mandate to improve performance and deliver sustainable profitability.

The commercial responsibilities are supported by an existing new strong Sales team for Japanese and Non Japanese customer, allowing the focus of this role to be also on operational and financial performance.

## JOB DESCRIPTION

### Key responsibilities

- Full P&L responsibility for UK
- Define and execute turnaround plan
- Improve operational efficiency (including -own- warehousing/logistics)
- Strengthen cost control and margin discipline
- Lead and align local management team
- Build up the team to Dynamic
- Ensure performance-driven culture
- Align operations with commercial activities

### Success criteria

- Develop the business (directly/indirectly)
- Achieve sustainable profitability
- Optimized operational performance
- Improved efficiency and cost structure
- Stronger financial control and forecasting
- Stable and accountable team

### Profile

- Main experience in freight forwarding (contract logistics less)
- Sales driven
- Strong operational and financial mindset
- Intrapreneur, hands-on, pragmatic, results-driven, bring people together
- Leadership experience with P&L responsibility
- Demonstrable experience in growing a company in structured manner

### Important

We are looking for a strong operational leader with commercial affinity.

### Location

West London

Hours

Mon – Friday 0900am – 0500pm

Start Date

ASAP

Visa

Eligible to work in the UK without any restriction

About our client

A Japanese global freight forwarding company

#LI-JACUK

#citylondon

**Notice:** By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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Company Description