

<https://talentmoves.co.uk/job/corporate-sales-manager/>

Corporate Sales Manager

Description

Are you a proven new business hunter in the corporate moving industry? Have you sold household goods moving — or relocation/mobility services — directly into US corporations, and built your own network of decision-makers along the way?

Our client, a well-established international moving company, is looking for a Corporate Sales Manager to win direct corporate moving business across the United States, based out of their New York/New Jersey operation.

The Role

This is a pure business development position focused on corporate household goods moving. You'll be securing corporate moving and employee relocation opportunities directly from small and mid-sized companies — not through RMC channels. Your focus will be:

- Winning new corporate accounts that generate regular employee moves — and turning them into long-term, recurring business
- Building relationships with the people who buy corporate moves: HR Directors, Talent Acquisition leaders, Global Mobility contacts, Office/Facilities Managers, CFOs, COOs, Executive Assistants, and business owners
- Generating domestic and international HHG opportunities — employee transfers, executive moves, new-hire relocations, and office expansions
- Prospecting, networking, client meetings, presentations, and contract negotiation
- Targeting companies in growth mode — hiring, expanding, merging, or acquiring
- Meeting and exceeding monthly and annual sales targets

Who We're Looking For

- Industry experience is essential — you've sold corporate moving/HHG services directly to companies, **or** you've sold relocation/mobility services into the same HR, Talent Acquisition, and Global Mobility decision-makers
- Minimum 5 years' B2B sales or business development experience
- An established network of decision-makers within small and mid-sized US businesses
- A demonstrable record of opening doors, securing meetings, and winning new business through personal relationships
- Contacts within Technology, Healthcare, Professional Services, Financial Services, Manufacturing, Engineering, Biotech, Pharma, Consulting, or PE portfolio companies would be a strong advantage

This role is NOT for you if:

- You're an account manager focused on servicing existing business
- Your network sits primarily within Relocation Management Companies

Hiring organization

Talent Moves

Beginning of employment

ASAP

Duration of employment

Permanent

Industry

Removals and Storage

Job Location

New Jersey, USA

Salary

\$75-\$100K USD + Bonus

Date posted

16 October 2026

(RMCs)

- You don't have an established corporate network of your own

The Package

Competitive base salary plus uncapped commission, with significant earning potential tied directly to new business generation. The client is flexible on compensation and will tailor the package to your experience, track record, and the relationships you bring.

If you know how to win corporate moving business through your own relationships — and you're ready to build a direct book of business with the backing of an established international mover — apply today or get in touch for a confidential conversation.