



One day you can be sending props to the latest Hollywood blockbuster on site in Hungary, the next sending lifesaving pharmaceuticals to the UAE. ”



Name:  
**Adam Williams**

Job title:  
**Commercial Director**

Company:  
**Maltacourt Limited**

Pathway:  
**Sales / Account Management**

**What does your current role entail on a day-to-day basis?**

In this industry no day is ever the same, so my role is very varied covering everything from sales, account management, customer experience, overhead management, company strategy, contract management and the list goes on.

**How did you start in the industry?**

I started in a graduate sales role, working as part of a larger sales team, securing new business meetings, researching industry types and completing administration work.

**Could you describe your career journey?**

I began my career working in accountancy for one of the 'Big 4' before realising the job wasn't quite right for me.

I moved into freight by chance after being recruited by Maltacourt at a time when they were investing in building a bigger sales team and there was a big focus on growth.

**What have been the highlights of your career?**

Winning my first account was a special moment and re-affirmed that this was the industry and role for me.

Being rewarded with a directorship at the age of 27 was also massive highlight and still to this day one of my proudest moments of my career.



It also shows that if you apply yourself and are willing to work hard, this industry can offer an environment that you can really excel in and progress.

### Looking back, how valuable was the early part of your career?

In this diverse and ever changing industry, it can't be underestimated how important the early years of your career are. They provide you with the building blocks for a sustainable and successful career.

### How important is support from colleagues?

There's no one in this industry that knows it all, but when a team pull together that can help you build the bigger picture.

### Why should someone consider a career in Freight Forwarding?

Freight Forwarding is a vibrant, dynamic and ever changing industry that it is pivotal to world trade.

One day you could be sending props to the latest Hollywood blockbuster on site in Hungary, and the next sending lifesaving pharmaceuticals to the UAE or importing the latest fashion to our high streets.

The industry is here to stay too, so if you want to build a career it's good to know you're doing it in a sector that will be around as long as you are.

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BIFA have over 1400 members around the United Kingdom, so there is bound to be an employer close to you.

You can find a full list of members via the BIFA website: [bifa.org/members](https://www.bifa.org/members)

Contact one local to you, direct, to kick-start your career in Freight Forwarding.

