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## **BoxTop Technologies takes on new staff to handle growing business**

BoxTop Technologies, a leading specialist in freight forwarding and logistics software, has added new members of staff to help it deal with its rapidly expanding business.

Shane Paddington, a business development specialist with 15 years' experience, joins from another freight software supplier, while Jasmine Bailey and Hanna Kavanagh were formerly working at freight forwarding companies.

"As usual, we have prioritised finding people who have real experience working in the freight and logistics industry," says Paul Richardson, Business Development Manager. "We believe that our growth is largely driven by our team's ability to truly understand our customers' needs."

BoxTop Technologies has experienced year on year growth since it was founded in 1995 by Christopher Hewlett and Bill White. It is based in Windsor, UK but has customers and users around the world, most recently adding an additional 100 users to a customer in Houston, Texas.

Jasmine Bailey and Hanna Kavanagh both work in the Technical Support Centre, helping with training and supporting both new users and those existing users who take on new features in the BoxTop range.

BoxTop Technologies believes its system is extremely user-friendly, but it also offers unlimited training and support to its customers. Companies can choose as few or as many features as they like, including operations, accounts, warehousing, management reporting and sales, within a total freight management system.

One feature, BoxTrax, which allows forwarders to offer their clients an on-line web portal, is proving increasingly popular. Forwarders can customise it to their own specifications, including enabling customers to undertake purchase order management, on-line stock control, and shipment booking and tracking. It also offers a powerful search engine which enables their customers to search for specific consignments from a comprehensive array of options including their own references.



Richardson says: “We win a lot of customers through word of mouth – the reliability, feature-rich nature of our systems and comprehensive support structure gives our customers the confidence to place their trust in us. They feel more secure knowing that BoxTop Technologies is continuously examining new and smarter ways to be considered as the best in class. So by helping our customers with the provision of new revenue opportunities, we ensure their businesses can become more successful.”

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