



## **Europa Air & Sea to increase size of team by 50 per cent**

**Europa air & sea** has announced ambitious expansion plans for 2017 in which it will grow its sales team by 50 per cent, following a year of very strong operational performance, new business wins and increased sales from existing customers.

The 10-strong sales team which operates from Heathrow (air) and Birmingham (sea) will grow to 15 throughout 2017 in order to support its larger client base and to maintain its stand-out level of customer service - which according to director of Europa air and sea, Angus Hind, is a key factor in the team's continued success.

Angus said: "We have ambitious plans to expand our air and sea division this year on the back of a record year of growth in 2016. For example, Europa Air achieved its highest recorded volume of kilos during Q4 of 2016, while Europa Sea saw double digit growth on its year on year revenue last year. "I believe our success is due to the team's exceptional understanding of the sector and their commitment to be swift,

efficient, flexible and proactive in their delivery of services to clients.”

The plans for further expansion of the team follow Europa’s investment in new, larger offices for its air freight division in Heathrow last year, which provided a 60 per cent increase in capacity.

Angus added that despite challenging economic conditions and the initial uncertainty associated with Brexit, his air team had taken advantage of the potential offered by its new premises and continued to see steady demand for its services with no sign of let up going in to 2017.

“2016 was a pivotal year for the UK economy. Amidst discussion of what it might mean if we leave the single market and debate about how we will continue to work effectively with EU countries post Brexit, my team took a ‘business as usual’ approach which has seen us come through a period of change without disruption.

“As a result, we need to grow our sales team in order to cope with increased demand for our services, ensuring we keep an eye on the bigger picture post Brexit - in which we are forecasting an increase in exporting. The sector is buoyant and the mood we are gauging from clients is one of opportunity and optimism – so we predict 2017 will be another year of growth and success for Europa air and sea,” added Angus.

Europa is a member of the FETA Freight Systems International Network (FFSI), a global agent network of companies offering the full spectrum of transport services.

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