

LAUREN HILL

BUSINESS DEVELOPMENT MANAGER

Career summary

An articulate, competent and confident professional, who has an in-depth understanding of business development principles.

Lauren is able to think creatively from both a product and commercial perspective, and possesses the unique experience of having previously worked in a start up environment. She is a determined marketing professional who is able to sell a variety of high end services in a competitive environment. Right now she is looking for a rewarding position that offers the chance to play a key role in marketing.

Work experience

Retail Store

BUSINESS DEVELOPMENT MANAGER June 2008 – Present

Responsible for ensuring that the strategy and commercial aims of the company are totally aligned with its goals operational requirements.

- Winning major client accounts.
- Supporting and advising junior members of staff.
- Preparing quotations for tenders.
- Developing marketing literature.
- Coming up with bespoke solution to meet the needs of customers.
- Identifying tender opportunities.
- Arranging and then giving online demonstrations.
- Managing sales pipeline and closing business.
- Making a high number of daily outbound calls to prospective new clients.
- Reviewing customer feedback and then suggesting ways to improve processes and service levels.

Clothes Shop

TRAINEE MANAGER

July 2006 – May 2008

Academic qualifications

Nuneaton University 2003 – 2006

BA Retail

Nuneaton College 2001 – 2003

A levels Maths (A)
English (B)
Geography (A)
Physics (D)
Accounting (B)

Key skills

AREAS OF EXPERTISE

- Presentation skills
- Formulating plans
- Customer loyalty
- Closing skills
- Email marketing
- Tenders
- Time management
- Market research

BUSINESS DEVELOPMENT SKILLS

- Identify and capitalising on opportunities.
- Understanding customer requirements.
- Strong commercial awareness.
- Networking in a professional manner.
- Developing key relationships.
- Identifying important decision makers.
- Superb consultative sales techniques.
- An articulate and experienced negotiator.
- Sound financial and commercial awareness.
- Developing successful and innovative delivery methodologies.
- Demonstrating products and services in person.
- Meeting and selling to senior executives.
- Conducting commercial negotiations.
- Maximising revenue at every opportunity.
- Experience selling new services.
- Able to open doors and initiate relationships.
- Knowledge of how to get past the screening processes and to be able to contact important decision makers.

MANAGERIAL SKILLS

- Comprehensive understanding of the internal processes and organizational structure of businesses.
- Understanding key business drivers.
- Analysing and solving problems.
- Taking charge of long term projects.
- Managing the marketing mix.
- Able to review the time and resources spent with a prospect client against the return on investment.
- Taking responsibility for personal development.

REFERENCES

Available on request.

CONTACT DETAILS

Lauren Hill

Dayjob Ltd, 120 Vyse Stree Birmingham B18 6NF

T: 0044 121 638 0026 - E: info@dayjob.com



Copyright information - Please read

© This Business Development Manager resume template is the copyright of Dayjob Ltd 2013. Job seekers may download and use this particular resume example for their personal use to help them write their own one. You are also most welcome to link to any page on our site www.dayjob.com. However this CV template must not be distributed or made available on other websites without our prior permission. For any questions relating to the use of this template please email: info@dayjob.com.