

ANWAR KHAN

BUSINESS DEVELOPMENT MANAGER

Dayjob Ltd, 120 Vyse Street, Birmingham B18 6NF

T: 00 44 121 638 0026

E: info@dayjob.com

Summary

A consultative marketing professional with the experience and drive needed to sell a full range of products and services to businesses of all sizes. Anwar is a driven and determined individual who is able to translate a company's objectives into hard sales and profits. He understands that business opportunities are never missed, just seized by the competition. As a team player who is full of zest he is eager to prove himself to any prospective employer. Right now he is looking for a rewarding career with a rapidly expanding company that recognises sales achievements.

Skills

Business Development

Competitor Intelligence
Business 2 Business sales
Market research
Developing new accounts
Client retention
Lead generation
Commercial procurement
Account management

Managerial

Commercial Orientation
Report writing
Technical aptitude
Administrative skills
Problem solving
Client management
Supply chain
Product development

Personal

Leadership
Professionalism
Highly motivated
Can handle stress
Always pro-active
Well organised
Highly organised
Conscientious

Career

BUSINESS DEVELOPMENT MANAGER

May 2007 - Present

Media Sales Company

Responsible for achieving revenues in accordance with agreed targets, renewal rates and any sales budget. Also in charge of overcoming any initial customer objections, and then pulling them into a conversation about the company's products.

- Developing new business within the existing customer base.
- Keeping abreast of changes in the marketplace and watching competitor activity.
- Developing and managing sales teams to deliver commercial and operational results.
- Develop partnerships with third parties and external organisations.
- Keeping accurate statistical information and records.
- Marketing and selling to clients both face to face as well as over the Internet & telephone.
- Making sure that junior employees reach their full potential through constant evaluation, coaching and training.
- Selling big ticket services and solutions.
- Working hard to maintain a good working relationship with other company departments.

TRAINEE MANAGER

Feb 2006 – May 2007

Advertising Sales

Academic

Nuneaton University 2003 – 2006

Marketing and Management BA (Hons)

Nuneaton College 2001 – 2003

A levels: Math (A) English (C) Physics (B) Geography (D)

References

Available on request.



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.