

Business Manager

Development

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PERSONAL STATEMENT

A seasoned professional who has a proven and impressive track record of winning new business and making positive things happen. Thomas can take the lead in any sales process and can be a confident and polished negotiator when closing deals. He is well versed in developing, evaluating, and prioritizing those tasks that will help to win contracts and business. As a natural team player he has superb leadership qualities, along with the personal gravitas and presence required to make an immediate impression in any face to face sales meeting. Having excellent communication skills means Thomas is easily able to develop partnerships with clients and quickly gain an understanding of their real needs. Right now he is looking for a role that not only offers excellent and diverse opportunities for career progression, but that also gives him the autonomy to be his own man.

Managing



Business model design
Sales Administration
Commercial management
Product design
Strategic management
Staff management

Marketing



Presenting & pitching
Developing partnerships
Up selling
Pricing strategies
Sales presentations
Lead management

Dynamic



Career orientated
Attaining goals
Spotting opportunities
Networking skills
Highly motivated
Plenty of initiative

Smart



Tactful & diplomatic
Negotiating skills
Making deals
Strategy development
Developing ideas
Lateral thinker

CAREER HISTORY

Event Management Company - Birmingham

BUSINESS DEVELOPMENT MANAGER Apr 2009 – Present

Responsible for expanding the company's product reach and profit revenues, and also developing the company's regional, national and international sales territory. On top of this also having overall charge of increasing the company turnover by driving sales growth through new and existing clients.

Duties

- Making sure that employees and the company always keeps its goals and objectives firmly in sight.
- Keeping up to date with the latest developments in the marketplace.
- Ensuring a targeted, proactive and commercial approach to business development.
- Utilising extensive and existing industry insight and intelligence to propose new solutions to existing and prospective clients.
- Making sure that all sales opportunities are fully explored and captured.
- Constantly reviewing procedures and processes to look for ways to make them more efficient.
- Developing customer awareness of the company's services and products.
- Anticipating market trends in a fast changing business environment.

Conference Centre - Coventry

TRAINEE MANAGER Jan 2009 - Apr 2009

Hotel - Birmingham

SUPERVISOR Aug 2007 - Jan 2009

KEY COMPETENCIES

- Always sharing industry knowledge, insight, resources, tactics, techniques, best practice and ideas with fellow colleagues.
- Highly motivated and always seeing things through to the end.
- Superb communication skills and able to give clear and concise ideas to internal and external stakeholders.
- Ability to work on and manage multiple projects simultaneously.

ACADEMIC QUALIFICATIONS

Birmingham North University: Sales & Marketing BA (Hons) - 2004 - 2007

City & Guilds: Marketing Diploma - 2004

Birmingham South College: A levels - Maths (B) English (A) Business Studies (B) - 2002 - 2004

REFERENCES

Available on request



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