

Manager

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Business Development

Personal statement

A creative, persistent, agile and driven business development manager who is more than able to nurture relationships with existing clients and to develop new business opportunities. Neil is an expert at putting together penetrative marketing strategies that can help businesses to fulfil their potential. On an individual level he is someone who is committed to his own personal development and progression. He has an enthusiastic approach to direct sales, and possesses a proven track record of achieving targets in a competitive environment. Right now he is looking for a suitable position with a company that is well-positioned for continued growth and development.

Employment history

Office Leasing Company - Birmingham

BUSINESS DEVELOPMENT MANAGER April 2009 – Present

Having overall responsibility for achieving weekly KPIs in client management, sales and pipeline activity. Also in charge of implementing changes to help the company reach its full potential, and of increasing businesses market share within existing markets and also successfully penetrating new markets.

Duties

- Conducting professional presentations of new proposals.
- Anticipating market trends so that the company keeps and enhances its competitive advantage.
- Actively marketing and promoting the business through a variety of platforms.
- Presenting convincing business and financial arguments to customers.
- Responding quickly and efficiently to all sales enquiries.
- Working closely with the company's operations and marketing teams.
- Reviewing business plans against actual results and then trying to determine reasons for any deviations.
- Negotiating and closing commercial agreements with third parties.

Food Wholesaler – West Bromwich

TRAINEE MANAGER October 2007 – April 2009

Event Management Company - Dudley

SUPERVISOR July 2007 – October 2007

Areas of expertise

Researching target markets	Attracting new customers	Financial acumen	Inspiring others
Enhancing relationships	Reducing costs	Identifying opportunities	Rapport building
Closing deals	Brand ambassador	Sales strategies	Market assessment

Professional skills

- Ability to investigate and seek out alternative solutions to problems.
- Driving peak performance across all areas of the business.
- Able to work closely with Account Management teams in drawing up strategies on how to sell to clients.
- Remaining calm under high pressure, and able to meet tight deadlines.
- Willing to take ownership and responsibility of all the marketing activities in a company.
- Having an in-depth knowledge of computer systems and software relevant to sales and business development.
- Developing negotiating strategies for price conscious customers.
- Experience in a client facing environment.
- Possessing a positive 'can do' attitude, with a strong focus on getting results.

Academic qualifications

Birmingham North University - 2004 - 2007 - Business Management BA (Hons)
City & Guilds – Sales Management
Birmingham South College - 2002 – 2004 - Business Studies Diploma

References

Available on request.

Neil Sutcliffe



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