

Professional Summary

An experienced Business Development Manager with a proven track record in building and maintaining strong relationships with clients across diverse client bases.

Has a proven track record at identifying and securing new business opportunities. Key skills include:

Core Skills

- Business Development
- Account Management
- Relationship Building
- Verbal Communication
- Information Gathering
- Problem Solving

Career History

Mar 2015 - Present

Northamptonshire
distribution company

Key Responsibilities

- Fulfilling the role of a Business Development Manager to manage the business development of the company.
- Liaising with the sales and marketing teams to ensure the company's objectives are met.
- Ensuring the company's sales and marketing strategy is implemented effectively.
- Monitoring the company's sales and marketing performance and reporting on the results.
- Working closely with the sales and marketing teams to ensure the company's objectives are met.
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May 2011 – Mar 2015

Senior Account Manager

Origin Storage Ltd
including storage

Key Responsibilities

- Provided account management for resellers in the region
- Successfully negotiated contracts and received the best terms
- Identified a new market for turnover/margin
- Facilitated the maintenance of the client base

Oct 2010 – Mar 2011

Joined the last

Key Responsibilities

- Managed the client base
- Identified new targets.

Oct 2005 – Mar 2010

Established a new client-base from RPS

Key Responsibilities

- Managed the relationship with existing clients
- Maintained the client base and LTV
- Managed the client base

Earlier

2001 - 2005

1999 - 2001

Other

- Fluent in English
- Full

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