

CURRICULUM VITAE

NAME

ADDRESS

TELEPHONE NUMBER

MOBILE NUMBER

DRIVING LICENSE

EMPLOYMENT HISTORY

October 2009 – Present day.

ABC Ltd

Business Development Manager

Established in 1997, ABC is a reseller of fixed and mobile solutions based in Central London, with 80 staff, providing solutions to SME and Mid Market organisations across the UK. I was recruited to join the data division to cross sell services into traditionally voice based clients.

- Responsible for development and growth of new business.
- My position includes working with marketing and developing new business opportunities, through email campaigns, Google, direct mail and cold calling.
- ABC specialise in bonded ADSL, leased lines and private WAN/ wide area networks.
- www.ABCCOMPANY.com

My main achievements include:

- 105% target YTD
- £195k in GM
- Won two large accounts: XYZ Co and DFG Co
- Brought on 11 new accounts and re-sold to another 15 customers
- Promoted to Team Leader

I am now looking for a position that will formalise management responsibility and allow me to recruit, train and lead a growing sales team.

Sep 2007 – May 2009

DEF Co

Account Manager

- My position at DEF required me to effectively manage a large number of existing customers and retain and develop revenues.
- This involved acquiring new business within a defined territory to increase margin and revenue.
- I have broad knowledge of telecoms and internet markets, including, broadband, leased lines, ISDN, co-location, hosting, LCR, unified comms, IPVPN, WAN, MPLS, NGN, SIP, VOIP, blackberry and O2 Mobile.
- www.DEF.com

Sep 2005 – Sep 2007

GHI

Account Manager

My position included the day to day account management of 20 clients. This involved selling into these accounts, maintaining relationships and quarterly reviews. I was also responsible for closing new business generated from our marketing department, booking appointments, meeting clients and quoting for their requirements. GHI are a BT and Gamma Telecom partner, Panasonic and Avaya IP office reseller and Vodafone partner.

Feb 2003 – Sep 2005

JKL

Business Development Manager

I was responsible for developing new business opportunities within the redundant mobile phone market. This involved contacting telecom managers in the public and private sector, building relationships, booking face to face meetings, presenting the benefits of our company and negotiating a buy back deal for their redundant mobile phones. These mobiles would then be refurbished and sold to developing countries and Europe.

Sept 2002 – Feb 2003

MNO

Field marketing team Leader

MNO was a marketing company based in London. Working with Sainsbury's I was responsible for the growth of Gas & Electricity customers for their Sainsbury's Energy Account. My role involved driving the growth of Gas & Electricity customers, selecting appropriate Sainsbury's stores to maximise our goals and achieve targets. I was also responsible for training new starters and supervising in store promotions. During my time we successfully launched this new brand and over achieved our targets.

March 2001 – Sept 2002

QRS

Field Sales Manager

Recruiting, training, and motivating team leaders. Responsible for developing a new customer base within the utilities industry.

June 1996 – March 2001

TUV

Field Sales Manager

Managing twenty five field sales advisors, marketing various domestic utilities products. Training and developing new individuals.

1988 – 1996 Working & travelling abroad in Australia

*Full driving licence

EDUCATION & QUALIFICATIONS

1977 – 1981

ABC Secondary School

O'Levels - English Language, Mathematics, French, Geography and Biology

1981 – 1983

XYZI College

City & Guilds Hotel & Catering 706 1 & 2, 707 1 & 2

Other training, British Gas sales management, SPIN sales training, PC Skills including MS Office and CRM. VM Ware sales training