**Contact info, etc.**

Address

Email

telephone

**PERSONAL PROFILE:**

A highly experienced Sales Professional, possessing an exceptional track record of new business acquisition and account growth throughout my career. Having worked within the technology sector for the last 10 years I revel in the challenge of challenging the status-quo to introduce new ideas, products and services into target markets.

I am accustomed to engaging at the highest levels across an organisation and take pride in my ability to develop trusted relationships built upon mutual understanding and value. I am results-oriented and have the experience, skills and tenacity to ensure that aggressive targets are met or exceeded.

**Key Skills:**

* Proven track record of winning high value sales
* Deep understanding of effective sales processes and practices
* Ability to develop and articulate meaningful value propositions
* Exceptional communicator – written and oral
* Skilled negotiator
* Highly driven and self-motivated

**EDUCATION & QUALIFICATIONS:**

2007 **MBA (Master of Business Administration)**

 The Open University

1998 **BSc Business Management**

 London Business School

**Fellow of the Institute of Sales Management (ISM)**

**Training Courses Attended:**

Huthwaite International - SPIN Selling

Lore International - Facilitative Selling

Sandler - Sales Mastery

* Negotiating Mastery

Miller Heiman - Strategic Account Management

**EMPLOYMENT HISTORY:**

**Summary**

**1991 - 1993 Abco Ltd Commercial Co-ordinator**

**1993 - 1995 Abco Ltd Sales Support Manager**

**1995 - 1997 Abco Account Executive**

**1997 - 2001 Zedco New Business Sales**

**2001 - 2003 Zedco Key Account Manager**

**2003 - 2007 Zedco Business Development Manager**

**2007 - 2012 Redco Major Accounts Acquisition**

**2012 - 2018 Redco Head of Business Development**

**2018 - Date Blueco Business Development Director**

**Blueco Ltd, Business Development Director 2018 - Present**

Took the opportunity to join a private equity backed scale-up business in the role of Business Development Director. This is a key strategic role responsible for developing and implementing a strategy to capture market share through competitor displacement.

Key Accomplishments:

* Developed and rolled-out rapid scale-up sales strategy
* Currently at 174% of planned growth in current financial period

**Redco Plc, Major Accounts Acquisition 2007 – 2012**

 **Head of Business Development 2012 – 2018**

Joined this global organisation to focus on capturing market share within the UK Fintech sector. Ultimately took on responsibility for the whole of Europe, building a highly capable team of new business specialists to become the European market leader (by market share).

Key Accomplishments:

* Achieved 100%+ of personal and team sales target each year
* Won company’s largest pan-European deal to date
* Secured 5 year contracts with 8 key accounts

**Zedco Ltd, New Business Sales Exec** **1997-2001**

 **Key Account Manager 2001 – 2003**

 **Business Development Manager 2003 - 2007**

Initially Responsible for identifying leads, developing a qualified pipelines and closing sales for Zedco’s range of Saas solutions and consulting services. Moved into a Key Account Management role to drive organic growth across a number of Accounts that were of strategic importance to Zedco. Ulimately moved back into a business development role where I could fully leverage my skills in new business acquisition.

Key Accomplishments:

* Achieved 100% + of sales target for 10 consecutive years

**Abco Ltd, Commercial Co-ordinator 1991 – 1993**

 **Sales Support Manager 1993 – 1995**

 **Account Executive 1995 – 1997**

Originally employed as a Commercial Co-ordinator achieved rapid promotion to Sales Support Manager and then into my first front-line sales role as an Account Executive.

**INTERESTS & HOBBIES:**

Keen marathon runner, having completed 9 so far including the London and New York marathons. Enjoy travel and am keen to explore as much of the world as time permits. I also enjoy cooking – particularly Indian cuisine.