

Nigel Brookes

Business Development Manager

AREAS OF EXPERTISE

Forward planning

Project management

Driving performance

Spotting business opportunities

Implementing plans

Proficient communicator

Mobile marketing

Market intelligence

Customer Focus

PROFESSIONAL

MBA

French speaker

German speaker

PERSONAL SKILLS

Entrepreneurial spirit

Persuasive & articulate

Relationship development

Influencing skills

PERSONAL DETAILS

Nigel Brookes

Dayjob Ltd

The Big Peg

Birmingham

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Driving license: Yes

Nationality: British

PERSONAL SUMMARY

A creative and inventive thinker, who craves a challenge and who is not afraid to work outside his comfort zone. Nigel is a motivated team player who consistently aims to push revenue expectations and exceed goals. He possesses superb communication skills and is someone who can build up rapport easily, open up clients, find out exactly what they need, and then present them with a wide range of services and solutions. Pragmatic and results orientated, with a focus on bottom line results, he has a track record of achieving and exceeding the standards of performance set out for any sales projects. He wants to develop his career in a fast moving environment, and is currently looking for a suitable position with a company that values passion, positivity, integrity and hard work.

CAREER HISTORY

Insurance Company - Coventry

BUSINESS DEVELOPMENT MANAGER April 2009 - Present

Responsible for developing and maintaining commercially productive relationships with both new and old clients. Also in charge of identifying every sales lead and of making the most out of every opportunity to increase revenue and profitability.

Duties:

- Promote the company brand to key buyers, ensuring their knowledge is current and appropriate.
- Generating new business both in face to face meetings and over the phone.
- Writing up concise, value-based sales proposals.
- Replying to all customer enquiries in a timely and accurate manner.
- Writing up sales reports, activity reports and revenue forecasts.
- Completing all documentation and administrative records, fully and accurately.
- Developing and maintaining a database of all contacts.

Mortgage Broker - Manchester

ASSISTANT MANAGER May 2008 – March 2009

KEY SKILLS AND COMPETENCIES

Business development attributes

- Possessing the financial acumen and commercial flair needed to understand diverse market and identify potential opportunities and new clients.
- Ensuring that projects are financially viable.
- Ability to react quickly to emergency situation or new customer requirements.
- Identifying the specific needs of customers, then creating bespoke solutions for them.
- Writing accurate reports through the detailed analysis of data.
- Sharing knowledge and expertise in a highly professional manner.
- Can quickly collate and prioritise data from different sources.

ACADEMIC QUALIFICATIONS

Birmingham North University 2005 - 2008

Business Management BA (Hons)

Birmingham South College 2003 - 2005

A Levels: Maths (B) English (A) Physics (C) Geography (A)

REFERENCES – Available on request.



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