

**JUDITH HILL**  
**BUSINESS**  
**DEVELOPMENT**  
**MANAGER**

120 Vyse Street, Birmingham, B18 6NF  
T: 0870 061 0121  
M: 0788 986 1115  
E: info@dayjob.com

**PERSONAL SUMMARY**

A bright, driven, energetic and hard working individual who is renowned for her high standards of service, focus and commitment to marketing projects. Judith ticks all the right boxes, and is not afraid of looking at radical new approaches to problems. She can have an immediate impact on a business and its sales figures, and as a confident and articulate communicator, she will be more than able to continually enhance a company's performance. Right now she is looking to join a established and high-performing team, where she can contribute to their continued success.

**AREAS OF EXPERTISE**

- Customer trends
- Business models
- Proposal writing
- Business plans
- Competitor analysis
- Data management
- Staff management
- Project management
- Developing ideas

**CAREER HISTORY**

Business Development Manager 2009 - Present  
MARKETING COMPANY

Responsible for generating revenue through meeting the needs of both existing and prospective customers in target industry sectors. Also in charge of making sure that the business meets both its short and long term business objectives.

**Duties**

- Managing complex and large tenders and bid teams.
- Setting targets and goals for sales and management teams.
- Representing the company and trade shows, industry functions and networking events.
- Attracting new clients and identifying new markets.
- Presenting business strategies and common goals clearly to work colleagues.
- Intimately involved in the writing up of all marketing literature.
- Seeking out and identifying new business opportunities.
- Raising the company's profile within the market place.

Trainee Manager 2008 - 2009  
INSURANCE BROKERS

Supervisor 2006 - 2008  
KITCHEN MANUFACTURERS

**KEY SKILLS**

- Delivering impressive presentations to individual or group audiences.
- Having a creative approach to problem solving.
- Identifying and then generating leads.
- Ability to sustain and deliver over long term sales cycles.
- Managing marketing staff on a day-to-day basis.
- Experience of a high end, high volume sales environment.
- Ability to interpret complex information, data, news and research quickly.
- Ensuring that all marketing projects do not exceed budgetary constraints.
- Comprehensive knowledge of modern networking techniques.
- Internet based business development.
- Superb presentation and closing skills.

**ACADEMIC**

Nuneaton University 2003 – 06  
BA (Hons) Business Management

Nuneaton South College 2001 – 03  
A levels: Math - English - Physics - Geography

**TRAINING**

Chartered Institute of Marketing (CIM) - Certificate in Professional Sales

**REFERENCES**

Available on request



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