Mark.359119@2freemail.com

Mark

**PERSONAL SUMMARY**

A highly motivated, confident individual with exceptional skills in both business development and key account management, who craves a challenge and who is not afraid to work outside his comfort zone. I am a motivated team player who consistently aims to push revenue expectations and exceed goals, who 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. I would like to develop my career in a fast moving environment, and am currently looking for a suitable position with a company that values passion, positivity, integrity and hard work.

###### EMPLOYMENT HISTORY

**May 2012 – Present**

**MixTelematics – Major Account Manager (Oil and Gas) / Business Development Manager**

Working in a fast-paced team oriented and entrepreneurial environment. Managing a client portfolio and having revenue and account management responsibility for key accounts before moving into a business development role where I was responsible for developing and maintaining commercially productive relationships with both new and old clients.

* Working closely with the Sales Director to prospect, pitch and close new business.
* Gaining a strong knowledge and understanding of a client’s safety and security requirements, in order for me to sell the best product/solution to them.
* Involved in day to day management of client.
* Retain accounts through the development of strong relationships with key decision makers.
* Oversee high level pipeline management
* Conduct all Sales Presentations and negotiations
* Increased number of training days sold from 50 to 300 per month within first 12 months.
* Exceeded product target of 1200 units by 50%.

**Sept 2008 – April 2012**

**TNT Express LLC- Major Account Manager**

* Managing the territory for Oil/Gas and Industrial Sectors for TNT.
* Managing the Indoors Sales Executives on a daily basis.
* Full Responsibility for managing RFQ’s
* Selling full range of services including road, Air and Time critical
* Updating management on competitors activities
* Driving forward my business section and making recommendations of what is need for my sector to grow
* Secured Double digit growth consistently quarter on quarter.

**June 2006 – Sept 2008 TNT Express Ltd, Field Sales Executive**

* Winner of Field Sales of the Year 2007.
* Selling full range of TNT’s International services.
* Providing guidance and advice on custom’s clearance procedures.
* Understanding of Sea Freight, Air Freight and Groupage.
* Negotiating with all major Prospect International customers

**May 2006 – June 2006 Mercedes Benz of Derby Business Development Manager – Corporate Division.**

* Full sales cycle, cold calling through to negotiating the sale.
* Carrying out test drives and demonstrations of all Mercedes Benz vehicles.
* Designed marketing campaigns to ensure the right customers were being targeted.

**EDUCATION**

#### Salford University - 1998-2001

BA (Hons) Leisure Management Second Class Honours (Second Division)

Sample of modules covered.

* **BUSINESS BASED** - Consumer Behaviour, Information Technology, Business and Management Accounting, Marketing, Human Resource Management and Strategic Management.
* **LEISURE BASED** – Leisure and Social Change, Event Management, Sociology of Leisure, Public policy planning and design, Leisure development and provision.
* **DISSERTATION –** How has television affected the traditional game of Cricket?
* Specifically looking at the impact television has made on the umpires, spectators and players.

#### Ely Community College and Sixth Form Centre, Ely, Cambs, UK 1991-1998

3 A Levels – Business Studies (C), Physical Education (D), Economics (D)

8 GCSE’s – All Grades A-C including Maths and English.

**KEY SKILLS**

* Excellent Account Management Skills
* Strong Presentation and negotiation Skills
* Contacting and Communicating with high end decision makers
* Successful track record in new business developments, both within the SME sector and large corporates.
* Ability to work long hours, often under pressure
* Identifying the specific needs of customers, then creating bespoke solutions for them.
* Sharing knowledge and expertise in a highly professional manner.
* Completed First Line Certificate in Management.

**INTERESTS AND ACTIVITIES**

Travel – Extensive Travel in South East Asia, Europe, Australasia, Pacific Islands and North and Central America. Experiences include jungle trekking, rafting, sky diving, kayaking and cultural history.

Sports – Keen participant and follower of majority of sports specifically football, cricket, and running. In addition manage a local football team in the UAE.

Attained PADI Open Water Diver certification for Scuba Diving, and gained worldwide diving experiences.

**REFERENCES**

References are available upon request